



#proudtobepedax



We are one of the global market leaders for machinery and equipment used in the processing of reinforcing steel. Our machines and plants cut, weld, straighten and bend reinforcing steel in all conceivable sizes and variations. The secret of our success story? Motivated employees who can rely on clearly defined goals, long-term career prospects and an excellent working atmosphere.

International Area Sales Manager (m/f/d)

To expand our sales team we are looking for an International Area Sales Manager (m/f/d)

Your tasks:

As an International Area Sales Manager, you will be responsible for maintaining, developing and building sales channels and direct sales in your territory. Depending on your previous experience and professional background, you will work for with selected international key-markets. You will also be responsible for training and developing external agents, participating in co-visits and developing activities to help agents build their local market. Under budget responsibility, you will present solutions and negotiate them with your clients to ensure the closing of sales contracts in a way that meets your customers expectations.

You bring with you:

You are probably in a similar position today and have at least 5 years of solid international sales experience from the industrial sector. You are comfortable working directly with small and large accounts, but also through agents and distributors, setting firm goals and ensuring their focus on PEDAX products to achieve our goals. You have experience in negotiating at all levels and know how to sell industrial equipment to customers by clearly presenting the value proposition.

You are used to travelling, robust, positive, always looking for solutions and persistent in your quest to succeed in every sales-project. You have strong interpersonal and communication skills that enable you to build close and lasting business relationships.

High level English knowledge is required and good German knowledge is a clear advantage, additional knowledge of other languages is highly appreciated

A give and take -

Our offer and our expectations from you:

We offer you an exciting and challenging position in a leading global company with ambitions, competent colleagues and a high growth potential. As a PEDAX Area Sales Manager, you will have the opportunity to provide customers with business-critical solutions, which constitute the backbone of their business. You will work from your homeoffice, alternatively from our offices in Bitburg, Germany or Hellerup, Denmark and become part of a great team that works closely together, where mutual respect, support and success are key.

As a Scandinavian - German company, we attach great importance to team spirit, personal responsibility and cohesion. In addition to the daily work, you can expect various company events (Christmas and summer parties, participation in sports events, department evenings,...), a company car that you can also use privately and other employee benefits.

For a behind-the-scenes look at what we do, visit us on Instagram or Facebook, too.





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We do not require extensive application documents. Therefore, please send your CV preferably by e-mail to our HR department: hr@pedax.de

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