



WEMAS is the leading manufacturer and seller of first-class, certified products which are used to secure road works construction sites. Because we pride ourselves in high-quality products, first class customer service and cutting-edge innovation of our product line, we build sustainable relationships with customers and business partners alike. Our currently 130 employees love to go the extra mile for both our customers and our „Made in Germany“ product line.

To keep up with customer needs and to grow our brand presence in Central Europe (focus on Scandinavia and Benelux), we want to add the following role to our team

**Export Area Manager (w/m/d)
Central Europe
(Scandinavia and Benelux)**

Your responsibilities

- Customer relationship management of our international customer base
- Increase sales volume for your sales territory
- Technical and sales process related controlling of your sales territory
- Procuring new customers in your sales territory
- Product presentation and workshops
- Increase our brand presence with road safety companies in your territory
- Stay on point with current developments and customer needs

Your profile

- An engineering/economic degree or equivalent technical/economic training
- A minimum of 3 years of experience as an export manager (construction industry)
- You have the ability to approach and present solutions both from a technical and business POV
- You are self-driven and organized
- You can engage people and win them over (on different levels)
- You are self-confident
- You must be a people person

- You have sound knowledge of the MS-Office suite
- You have experience with ERP/CRM systems
- English and "Deutsch" business fluent
- ...knowledge of additional languages preferred
- You are willing to travel (within your sales territory)

What we offer

- Responsible tasks and an interesting sales territory
- Great compensation package (fix and variable)
- work from home
- A dynamic working environment
- Genuine company culture with flat hierarchies

Are you interested in working for the German market leader? Then we would like to hear from you. Please email your job application to bewerbung@wemas.de. Please include expected salary and the likely date of joining. WEMAS ensures strict confidentiality and privacy.