



EKU Elektronik GmbH is an innovative, medium-sized company based in Leiningen, Hunsrück, Germany. For over 30 years, we have been developing and manufacturing electronic devices in the fields of ventilation, anaesthesia, gas therapy and measurement technology, which we distribute under our own label in collaboration with international partners.

We are looking for someone to join our headquarters in **Leiningen** as soon as possible as

### **International Sales Manager (m/f/d)**

To strengthen our sales team, we are looking for a dedicated **sales representative (m/f/d)** who will professionally present our products and build long-term customer relationships.

#### **Your responsibilities:**

- Identification and acquisition of potential international distributors
- Focus on our medical device portfolio
- Relationship Management: Communication and support of international customers in multiple countries
- Product Presentation & Consulting: Providing expert presentations and selling our products
- Negotiation of prices, terms and conditions, and contracts
- Market & Competitive Analysis: Identifying new sales opportunities and trends
- Close cooperation with internal order processing
- Performing general office/administrative tasks, such as order processing (preparing quotations, orders, invoices, credit notes)
- Operational support for the service and shipping department

### **Your skills:**

- An university bachelor/master's degree in business administration or natural science with sales and marketing background
- Ideally at least 3 years' experience preferable in the medical or pharmaceutical field with an international background.
- Confident use of CRM and ERP systems and MS Office

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### **Furthermore, you are:**

- a strong salesperson who shows outstanding goal and result orientation
- High reliability and flexibility
- Interest in establishing a new business unit with a global focus
- fluent English and German, verbal and written communication, additional languages are an advantage
- willing to travel (up to 60%) to exhibitions, customer meetings, and sales projects worldwide
- owner of a driving license

### **Do you recognise yourself in this and are you interested?**

Then we look forward to receiving your application by e-mail (in PDF format, max. 2 MB) to our Human Resources Department: [jobs@eku-elektronik.de](mailto:jobs@eku-elektronik.de)

For further information about EKU Elektronik please see [www.eku-elektronik.de](http://www.eku-elektronik.de).