



Internationaal Sales Representatieve

Do you have the talent and drive to find and retain our potential customers and increase our turnover in Eastern Europe? Then we are looking for you!

Widemex International B.V. is a family business that specializes in the design, manufacture and sale of ironing board covers and related accessories. They supply nationally and internationally under well-known brand names to well-known retailers and suppliers in the E-tail.

A team of 130 passionate employees, spread over several international locations in the Netherlands, France and Poland, is committed to supplying high-quality products on a daily basis.

What will you do as an international Sales Representative?

Your commercial activities in this position are focused on Eastern Europe. You build, maintain and strengthen long-term relationships with customers (retailers and suppliers in E-tail) within your area of work.

It is up to you to determine, on the basis of your knowledge, experience and relationships, how to implement this in concrete terms, thereby building a good business relationship based on mutual trust. It is therefore a position with a large degree of independence, where you will have the opportunity to further develop the international market with a high-quality product and a solid organization.

You supplement our sales team with your commercial qualities. The sales team is made up of the General Commercial Director, two International Sales Representatives France/Belgium, Germany and three colleagues in the internal sales department. You mainly deal with the following challenges:

- You draw up a sales plan for your sales area and independently implement it;
- You initiate sales promotion measures such as organizing and coordinating meetings and presentations and manning stands during international trade fairs;
- You are active and creative in finding and approaching prospects and you know how to convince them;
- You maintain good relationships with our existing customers;
- You prepare quotations, follow them up and convert quotations into concrete assignments;
- You record your activities related to the sale and acquisition and you report to the General Commercial Director.

Your profile?

You are customer-oriented, commercial, social and representative, you are also enthusiastic, and you have an entrepreneurial attitude. You have good communication skills, you work independently, you have excellent prioritization skills and you have good organizational skills. In addition:

- Are you available full-time and in possession of driving license B;
- You have at least 3 years of Sales experience;
- You master the English language and the language with which you can conquer the Eastern European market in word and writing;
- If you have good knowledge of one or more European languages, this is an advantage.

Widemex International offers you

A full-time position in a beautiful organization that is characterized by an atmosphere of enthusiasm. Entrepreneurship is valued. The internal communication is informal and the lines are short, so that you can switch quickly.

We offer you a suitable salary depending on your education and experience, a car, laptop and company telephone. An excellent pension and leave scheme.

You start with a temporary contract which will be converted into a permanent contract after a while, if we are both satisfied.

Are you interested or do you want more information?

Send an email with your CV and a short motivation to our company manager Mr. Pawel Rojewski at our company location Irontech in Goleniow. Email: p.rojewski@irontech.com.pl

For more information, please contact the General Commercial Director, Mr. Martijn van der Maas on mobile number: +31 6 53562020