

## Head of Export Sales (m/f/d)

VELOMAT Messelektronik GmbH, based in Kamenz, is a medium-sized company.

For over 30 years, we have been the contact partner for specialised questions about measurement electronics and sensor technology. We supply national and international customers and also offer customised solutions, which we can realise from prototype to series production thanks to our in-house development and production.

In order to further expand the international market, we are looking for an experienced **Export Sales Manager (m/f/d)** who is not slowed down by the new ideas of New Work and Work Life Balance and who loves to get started in a dynamic environment with full energy and commitment.

### Your tasks:

- Development of the export sales department
- Strategic and operational management of the international export business
- Responsibility for acquiring new customers and maintaining existing international customer relationships
- Expansion and development of export markets worldwide
- Preparing export documentation and ensuring compliance with all legal and customs regulations
- Co-operation with the domestic development and sales departments to adapt the portfolio to the specific requirements of international markets
- Market observation and competition analysis

### Your profile:

- Degree in industrial engineering or a comparable qualification
- Several years of professional experience in international sales and export management, ideally in measurement and/or sensor technology or a related field
- Sound knowledge of international trade, customs and export regulations
- Leadership experience and team orientation
- Very good command of English, other foreign languages an advantage
- Strong communication and negotiation skills
- Reliability, independent, target-orientated and quality-conscious way of working
- Organisational talent, creativity, commitment, service orientation
- Flexibility and ability to work under pressure
- Willingness to travel and intercultural competence

### We offer you:

- Challenging and responsible tasks
- An attractive and performance-related income package (e.g. 2 annual bonus payments, VWL, company pension scheme)
- Long-term and secure job
- Very good opportunities for further development

Are you undeterred by intensive work phases and a challenging environment? Are you passionate and committed? Then you are in good hands with us.