



## A strong lasting connection

The HUESKER Group is the world's leading manufacturer of geosynthetics. It offers sustainable and intelligent solutions using modern and high-performance technical textiles. With its products and services, HUESKER offers solutions in the fields of earthworks and foundation engineering, road and path construction, environmental engineering, hydraulic engineering and mining, as well as for applications in industry and agriculture. First-class engineering services, a high level of expertise in the production, coating as well as assembly of technical textiles and a love of innovation are the key to HUESKER's success. When a project presents a challenge, HUESKER finds a solution!

In order to further strengthen our Sales Department we are looking to immediately recruit an

## Area Manager (m/f/d) Northern Europe

### Position description:

As Area Manager (m/f/d) you will establish and expand business relationships with key partners, drive sales and achieve significant sales growth within your area. At the same time you will act as a key business partner for your customers.

### Your tasks:

- You will assume sales responsibility for the countries of Northern Europe
- You will manage an existing customer base whilst also acquiring new customers
- You advise and support partners, designers and construction companies and identify new projects in your sales region
- You develop innovative technical solutions with our products and implement them consistently within the framework of a regional sales strategy
- You will conduct contract and price negotiations with partners and construction companies
- You act as the main interface between sales, engineering department, product management and marketing
- You present project-related technical and sales-relevant information

### Your professional qualifications:

- You currently exhibit many years of professional experience in international sales of technically sophisticated products
- A degree in civil or industrial engineering or a comparable qualification is preferable
- You are fluent in English, with German or other (Northern European) foreign languages being an advantage

### Your personal qualifications:

- You are enthusiastic about technical sales
- You demonstrate a strong personality and assertiveness
- You have a high demand for quality and reliability
- You possess cross-cultural and interdisciplinary communication skills
- You already have experience with the Scandinavian culture
- You are characterized by your determination and sense of responsibility
- You are a team player and willing to undertake extensive business travel
- You are experienced in target-oriented negotiation skills

You will be supported in your daily work by a highly motivated team and will receive intensive and practical training. We welcome innovative ideas that we can which we can develop further together as a team. Become part of a future-oriented and value-driven company. Send your application documents with salary requirements and earliest possible starting date preferably by email to: