



SPAX INTERNATIONAL

SPAX — build your
way to success



SPAX universal screws are the reference for the woodworking industry, crafts and the discerning do-it-yourselfers. SPAX is established as the leading brand for fastening technology in our trading partners. Our outstanding position in the market makes special demands on the quality of our products.

To strengthen our sales team, we are looking for a full-time

Key Account Manager (m/f/d) Retail Eastern Europe

Your role:

- Finding new retail customers and business opportunities, establish long-term relationships with the retail customers and contribute to the development of our retail business on the Eastern European markets
- Visiting our customers and potential customers in the retail markets in Eastern Europe
- Presentations of SPAX screws in different trainings
- Market analysis
- Strategic development of the customers
- Strategic planning of the annual and monthly turnovers in cooperation with our customers

We offer:

A free and responsible position in a pleasant and professional working environment in a successful international company. After a thorough training in Germany you will be responsible for planning and conducting sales throughout Eastern Europe with dedicated support from Germany to help you with orders, requests, deliveries and complaints. You will have a home office but will spend most of the time travelling.

We are looking forward for someone who:

- Has at least 3-5 years experience in field sales, ideally in the construction industry
- Has a good commercial and technical understanding
- Likes to work independently, enjoys being on the road and has a passion for selling and reaching set targets
- Communicates both in written and spoken English

To apply, please send your application with your salary requirement, earliest possible starting date and CV in English to jobs@spax.com



SPAX International GmbH & Co. KG

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