



## Sales Representative / Freelancer for the Southeast European region, Cyprus branch

VELOMAT Messelektronik GmbH, based in Kamenz, Germany, is a medium-sized company. For more than 35 years, we have been a point of contact when it comes to 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 January 2024, we opened a new sales office in Cyprus and are looking for dedicated sales staff.

### Your tasks

- Carrying out market and competition analyses
- Developing the market
- Presenting and selling our products and services
- Acquiring new customers, advising and supporting them
- Developing and implementing sales strategies and realising turnover and sales targets
- Preparing and negotiating offers and contracts
- Regular reporting of sales activities and results to management

### Your strengths

- Experience in sales of technical products, ideally in the B2B sector
- Knowledge of electrical engineering and mechanical engineering is desirable
- Business fluent in Greek and English, other southern European language skills are an advantage
- Strong communication and presentation skills
- Strong customer and service orientation as well as a confident demeanour
- High degree of independence, initiative and willingness to travel
- Goal- and result-orientated way of working

### Your benefits

- Attractive performance-related remuneration
- Free time management through mobile working (not location-bound)
- Support from the team and management
- Opportunity to work in a growing and future-orientated market

Apply now and become part of our team!

Contact person HR: Ines Hude

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