

International sales manager / Vodja mednarodne prodaje

International environment M/F / Mednarodno delovno okolje M/Ž



Arex d.o.o.

An international company that has been offering customers innovative tools and solutions for over 27 years. Brave, youthful, responsive and motivated masters who value belonging and cultivate respect for ourselves and others. We live and nurture values based on people, and we move milestones with a clearly defined vision in everything we do. We are always ready to protect what is important and those who are closest to us. Our goal is clear - a peaceful and secure world.

Arex is a family that brings together employees, business partners and all of you who share our ideas, passions and values with us.

Arex d.o.o.

Mednarodno podjetje, ki že več kot 27 let strankam nudi inovativna orodja in rešitve. Pogumni, mladostni, odzivni in zagnani mojstri, ki cenimo pripadnost ter vzgajamo spoštovanje do sebe in drugih. Živimo in negujemo vrednote, ki temeljijo na ljudeh, z jasno oblikovano vizijo pa premikamo mejnike pri vsem, kar počnemo. Vedno smo pripravljeni varovati tisto, kar je pomembno in tiste, ki so nam najbližji. Naš cilj je jasen — miren in varen svet.

Arex je družina, ki združuje zaposlene, poslovne partnerje ter vse vas, ki z nami delite naše ideje, strasti in vrednote.

ARE YOU RIGHT FOR US?

The international environment is your second home. Working in the defence industry presents you the desired challenge.

You are guided by the results; you can easily adapt to the challenges of the environment.

You have strong organizational skills.

Business trips are the best that can happen to you.

ALI STE PRAVI ZA NAS?

Mednarodno okolje je vaš drugi dom.

Delo v obrambni industriji vam predstavlja želeni izziv.

Vodijo vas rezultati; zlahka se prilagodite izzivom okolja.

Imate močne organizacijske sposobnosti.

Poslovna potovanja so najboljše kar se vam lahko zgodi.

VAŠE GLAVNE ODGOVORNOSTI

1. strateško razvijanje in pozicioniranje blagovne znamke na mednarodnem trgu;
2. razvijanje prodaje, prodajnih strategij in prodajne mreže na mednarodnem trgu;
3. vzpostavljanje, nadgrajevanje odličnih poslovnih odnosov s ključnimi strankami podjetja na mednarodnem trgu;
4. aktivno sodelovanje z razvojnim in proizvodnim oddelkom;
5. organizacija in nadzor izvedbe promocijskih nastopov na sejnih in drugih predstavitev;
6. spremljanje realizacije prodaje, priprava analiz in poročil;
7. priprava ponudb, naročil, komunikacija s strankami in sodelovanje z zaledno ekipo na sedežu podjetja glede organizacije pošiljk.

YOUR MAIN RESPONSIBILITIES

1. strategic development and positioning of the brand on the international market;
2. developing sales, sales strategies and sales network on the international market;
3. establishing, upgrading excellent business relations with key customers of the company on the international market;
4. active cooperation with the development and production department;
5. organization and supervision of the implementation of promotional appearances at fairs and other presentations;
6. monitoring the realization of sales, preparation of analyses and reports;
7. preparation of offers, orders, communication with customers and cooperation with the back team at the company's headquarters regarding the organization of shipments.

PRIČAKUJEMO:

1. najmanj VI./2 stopnja ustrezne izobrazbe;
2. najmanj 5 let delovnih izkušenj v mednarodnem okolju;
3. odlične pogajalske in komunikacijske sposobnosti;
4. odgovornost, samostojnost in samoiniciativnost;
5. tekoče znanje angleškega jezika;

WHAT WE EXPECT?

1. At least VI./2 level of relevant education;
2. At least 5 years of work experience in an international environment;
3. Excellent negotiation and communication skills;
4. Responsibility, independence and self-initiative;
5. Fluent English;

NUDIMO:

1. Delo, ki lahko postane strokovna nadgradnja vašega hobija.
2. Priložnost postati del uspešnega, strateško naravnane, stabilnega in strokovnega podjetja.
3. Urejeno in varno delovno okolje z močno mednarodno vpetostjo.
4. Dobro in stimulatívno plačilo, dodatno nagrajevanje.
5. Možnost osebnega in kariernega razvoja ter strokovnega izpopolnjevanja.
6. Možnost napredovanja.
7. Prilagodljiv delovni čas, možnost občasnega dela od doma, delo v mednarodnem okolju.
8. Zaposlitev za nedoločen čas, s šestmesečnim poskusnim rokom.

Arex is headquartered in Šentjernej. Work can be started by appointment.

JOIN US.

We always stand by our words and actions, so we are sure you will feel great in Arex family!

We invite you to introduce yourself with a CV, in Slovenian and English language. Send them to e-mail: zaposlitev@arex.si or to the address Arex d.o.o., Trubarjeva 7, 8310 Šentjernej with the note: **Kadrovska služba**.

Šentjernej, 19.5.2022

WE OFFER:

1. Work that can become a professional upgrade of your hobby.
2. Opportunity to become part of a successful, strategically oriented, stable and professional company.
3. Orderly and safe working environment with strong international involvement.
4. Good and stimulating payment, additional rewards.
5. Possibility of personal and career development and professional development.
6. Professional education and training.
7. Flexible working hours, possibility of occasional work from home, work in an international environment.
8. Permanent employment, with a 6 - month probationary period.

Sedež podjetja Arex d.o.o. je v Šentjerneju. Z delom je možno pričeti TAKOJ oz. po dogovoru.

PRIDRUŽI SE NAM.

Vedno stojimo za svojimi besedami in dejanji, zato smo prepričani, da se boste v naši družini dobro počutili!

Vabimo vas, da se nam predstavite s CV-jem, v slovenskem in angleškem jeziku. Pošljite ju na e-mail: zaposlitev@arex.si ali na naslov Arex d.o.o., Trubarjeva 7, 8310 Šentjernej s pripisom: Kadrovska služba.