



We, **Tridelta Meidensha GmbH**, are part of the Japanese Meidensha Group and have been producing surge arresters for use in medium and high-voltage networks at the Hermsdorf/Thuringia site for more than 60 years. Our products stand worldwide for best quality, high reliability and maintenance-free operation over the entire service life. Our arresters are successfully in use in over 120 countries - even under extreme climatic conditions.

To strengthen our team we are looking for you with immediate effect as a

## **Area sales manager for high voltage products (m/f/d)**

at the site in Hermsdorf (Thuringia) Region Jena/Germany

### **Your tasks:**

- Independent support of an international sales territory
- management of existing customers as well as identification and development of potential new customers
- close cooperation with foreign representatives and dealers
- Achievement of sales and profit targets
- Carrying out market analyses
- Contact person for international customers from technical consulting to contract and price negotiation to product acceptance
- Interface function between internal departments and external customers
- Representation of the company at trade fairs and exhibitions
- Occasional travel in the assigned sales area

### **Your profile:**

- Successfully completed studies in the field of electrical engineering, power engineering or in another technical field
- Experience in technical and international sales of products requiring explanation
- ideally you have knowledge in the field of medium and high voltage technology
- business fluent English skills
- additional knowledge of Spanish or French is desirable
- Confident appearance in customer contact and high willingness to communicate
- integrity, negotiation skills, initiative, global thinking and acting
- willingness to live and work in the Jena region

### **Our offer:**

- Responsible and varied tasks
- flat hierarchies, direct access to the management level
- work in a highly motivated team and in a modern working environment
- market-driven and performance-oriented remuneration
- extensive additional and social benefits
- flexible working hours and opportunities for mobile work

**Would you like to take the next step in your career? We look forward to receiving your meaningful application documents!**

Tridelta Meidensha GmbH  
Human Resources | Mrs. Schenitzki  
Marie-Curie-Str. 3 | 07629 Hermsdorf | GERMANY  
hr@tridelta-meidensha.de