



We make the energy transition safe and realisable for everyone! EMH is an innovative, firmly established, medium-sized company that plays a leading role in the development, production and marketing of networked energy recording systems. Our smart products are a central digital building block for the realisation of a climate-neutral, affordable, secure and fair energy supply.

**To strengthen our international sales team, we are looking for an experienced International Sales Manager (m/f/d) to join us as soon as possible, either at our headquarters in Gallin (near Hamburg) or remotely from anywhere in Germany.**

## **International Sales Manager (m/f/d)**

**Full-time (40 hours/week)**

### **Your Responsibilities:**

- Manage and further develop relationships with our existing international key account customers.
- Actively acquire new customers in selected international markets.
- Conduct annual negotiations, contract discussions, and handle international tenders.
- Independently coordinate customer meetings and presentations.
- Prepare quotations and negotiate pricing and terms.
- Monitor market trends, identify customer needs and requirements, and communicate these insights to the company.
- Provide regular reports and align sales strategies with the sales management team.

### **Your Profile:**

- A completed degree in a technical or business-related field or a comparable qualification.
- Several years of proven success in international B2B sales, ideally in the energy sector.
- Business-fluent English skills (spoken and written); additional language skills are a plus.
- Strong interpersonal and communication skills, with a passion for working with customers and the ability to negotiate at various management levels.
- Willingness to travel regularly.
- An analytical, solution-oriented, and structured working style.

### **Our offer:**

- A diverse and meaningful role in a stable and future-proof company.
- Competitive salary and attractive social benefits.
- Personal development opportunities through regular training programs.
- A modern work environment with flat hierarchies.
- Flexible working hours, a New Work concept, and health initiatives for a well-balanced work-life integration.

Find more job openings on our website: [www.emh-metering.com](http://www.emh-metering.com)

### **EMH metering GmbH & Co. KG**

Human Resources Department

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