



We are a specialized manufacturer of ground power units for aviation. Our customers are airports, ground handlers, airlines, maintenance and repair organizations, from both civil and military sector. We are selling to 60 countries around the globe and keep expanding. Join us!

REGIONAL SALES MANAGER - WORLWIDE

You will build client relationships in your assigned territories, acquire new customers and keep in touch with existing ones. You look for leads, make cold calls, search the internet and databases, participate in international exhibitions. You meet, present and negotiate with decisionmakers. You manage your sales projects, prepare quotations and coordinate supplying of equipment. And it is you, who gets the reward for your closed deals.

To succeed in this role, you need a track record in technology and business. It can be a relevant higher education, work experience, contracts in the region, international B2B sales – everything you have works in your favor. Fluent English is absolutely essential, other language skills make your life easier. This work is about relationships, influencing and preciseness in everything you do. Show it to us and this job is yours.

In return we offer a unique opportunity for developing your skills in a truly international company. You will be a part of the team that shapes the future of aviation. You will work in modern office, master your own workflow and your success gets well rewarded.

Find out more about our business on our website www.electroair.eu or get in touch with us on the phone +372 651 8020 or e-mail electroair@electroair.eu