



IF YOU ARE READY  
TO GIVE YOUR VERY BEST,  
YOU CAN MAKE IT  
TO THE TOP WITH US.

At Magirus, we do our best every day to support firefighters and rescue workers around the world with the most innovative and reliable technology. With 160 years of experience we are one of the world's best-known manufacturers of firefighting vehicles, emergency response robots, digital systems and firefighting equipment. Our success and innovative strength are based on the passion and enthusiasm of our employees, many of whom are active firefighters themselves. You will find a unique team spirit and a wide range of attractive benefits with us. Let yourself be infected by the enthusiasm to support emergency forces worldwide in their daily work. Become part of Magirus!

To support our sales team, we are looking for someone to start immediately.

## **Regional Sales North-Eastern Europe (m/w/d)**

### **Your tasks:**

- Overall responsibility for sales and revenue development in the defined sales region, with a focus on sustainable growth and market share expansion
- Leading a highly effective team in very dynamic environment
- Development and implementation of regional sales strategies to tap into new markets and business areas
- Identification and acquisition of new customers in governmental sector, maintaining and developing long-term business relationships with fire departments, authorities, and partners
- Analysis of market trends, competitive activities, and customer needs for strategic positioning
- Advice on product portfolio, customer-specific requirements, equipment options and terms and conditions

- Management of the entire sales process, from acquisition and offer and contract negotiation to successful closing with customers and partners
- Preparation and tracking of payment flows, including securing financing
- Representation of the company at international trade fairs, events, and customer meetings
- Close collaboration with internal departments such as product management, customer service, academy, marketing and manufacturing to ensure optimal customer support

### **Your profile:**

- Completed degree in business administration, industrial engineering, international business, or a comparable qualification
- Several years of experience in international sales, ideally in the fire service, automotive, or special vehicle industries
- Technical understanding and enthusiasm for innovative fire and rescue technology as well as complex technical systems Solutions
- Strong communication, negotiation, and presentation skills in an international environment
- Fluent English skills and at least one Eastern European language (Russian, Czech, Polish, etc.)
- Independent, structured, and goal-oriented work style with a high degree of initiative and leadership
- High level of intercultural competence and willingness to travel for international customer visits and trade fairs
- Familiar with local cultures, business attitude and requirements in the region
- Situated at Magirus HQ Ulm/Germany or surrounding

### **Our benefits:**

- Excellent future prospects in a growing and forward-looking company
- Salary in line with collective agreements, including Christmas and vacation bonuses
- 30 days of vacation per year for your relaxation and work-life balance
- Regular working hours and a pleasant, collegial working atmosphere
- Room for your own ideas, participation, and further development

**Have we caught your interest?**

Then please send us your application documents.

