**Sales Representative – UK & Scandinavia**

Our client is a German producer of high-quality custom-tailored awnings and glass roofs for seating areas, patios and balconies and shading solutions for windows and facades. The organisation is fully family-owned and offers its individually tailored sun and weather protection premium products throughout Europe.

In order to ensure further growth we are in search of a proven Sales Representative based in Great Britain and willing to enhance the market share in UK, Ireland and Scandinavia.   
  
  
**Job location:** UK, remote work  
  
**Responsibilities:**

* Strategic and operational expansion of the markets
* Acquisition of new and competitive B-to-B clients: professional stockists for sun and weather protection systems
* Thorough care of existing clients, support in challenging measures on-site (as needed) and advising in the choice of the right solution
* Frequent travelling, presenting samples to clients and training them (min. 5 client visits a day)
* Participation in trade fairs throughout Europe and beyond
* Communication with the Sales Manager in the headquarters to plan and coordinate the future sales development

**Requirements:**

* Several years of experience as sales representative and/or installer in a sun shading sector (preferably with awnings)
* Ability to train clients in demanding technical issues
* Willingness to frequent business travels
* Participation at a monthly Sales team meeting at the headquarters (online or in person)
* Hands-on mentality tackling demanding installation or repair on-site
* Ability to work in a highly autonomous way
* High diligence, ambitious work attitude, self-motivation and organization (max. 2 office days per month)
* Presentation and negotiation skills
* Native English, German or one of the Scandinavian languages would be a plus.

The company offers you for this position a permanent full-time-contract with a highly competitive allowance package (incl. car and mobile devices) and 25 leave days per year.

If you believe you meet the criteria to apply for this role and want to be a part of a growing international company, please send us your detailed CV to [application@remel-es.de](mailto:application@remel-es.de).

*Please note: All submitted data will be treated confidentially.*