

New Valmar – Sales account manager Export

As Sales Account Manager Export, you will be responsible for expanding and strengthening our business across international markets outside Western Europe.

You will focus primarily on developing relationships with large customers and distributors, ensuring sustainable growth and long-term partnerships.

You combine a strategic outlook with a hands-on approach to drive sales performance and unlock new opportunities.

Key responsibilities:

- Develop and manage relationships with key accounts and international distributors
- Drive sales growth across export markets outside Western Europe
- Identify and develop new business opportunities in assigned regions
- Negotiate commercial agreements and contracts
- Set-up, manage, motivate, and support a network of agents
- Monitor sales performance and ensure targets are achieved
- Analyze market trends and customer needs to define growth strategies
- Collaborate closely with internal teams including marketing, customer service, and supply chain
- Represent the company at international trade fairs and customer meetings
- You will translate internal commercial strategies into action and continuously improve the end-to-end sales process via our CRM platform (Dynamics 365).
- Proven experience in an international sales or export role
- Strong experience managing key accounts and/or distributors
- Commercially driven with excellent negotiation skills
- Entrepreneurial, proactive, and results-oriented
- Strong communication and relationship-building skills
- Fluent in English (additional languages are a plus)
- Willingness to travel internationally on a regular basis
- A high-impact role with autonomy in an international environment

- The opportunity to grow and develop global markets
- Competitive compensation package with performance-based incentives
- Company car and attractive benefits
- Opportunities for continuous personal and professional development
- A dynamic and forward-looking organization

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