PAX

it's all about performance

We're looking for you!

To strengthen our team, we are looking for a

PAX Consultant (M/F/D) in the field – covering Bavaria, Saarland, Baden-Württemberg and Rhineland-Palatinate – to start as soon as possible.

We – that is, X-CEN-TEK GmbH & Co. KG – are looking for YOU. With the PAX brand, we are known worldwide for our high-quality bags, rucksacks and bespoke solutions for emergency services, fire brigades and special forces. As part of Protect Medical Holding, we want to write the next chapter in our history with you at PAX.

Your responsibilities with us:

- You will continuously expand sales in your target area, maintain long-standing customer relationships and tap into new market and business opportunities
- Successful positioning of Protect Medical Holding's entire service portfolio and systematic exploitation of cross-selling opportunities
- Advising customers on integrated solutions for the ambulance service, fire service and hospitals
- Strategically maintaining relationships and networks with decision-makers in the ambulance service, fire services, hospitals and other healthcare facilities
- Supporting and developing our specialist dealers and sales partners in your area, and training staff
- Conducting product demonstrations, user training and providing sales support to end customers
- Preparing bespoke quotations and conducting price and contract negotiations through to successful conclusion
- Representing Protect Medical Holding and its associated portfolio companies at trade fairs, exhibitions, customer events and during product demonstrations
- Acting as a seamless link between customers, sales management and product management by compiling and providing structured market and customer feedback
- KontinuContinuously monitoring market and competitive trends and identifying new customer needs at an early stage

What you bring to the role:

- A basic understanding of business. Training or further education in a business-related field would be an advantage.
- Initial or several years' sales experience in the field of emergency services, medical technology or the healthcare sector is desirable
- Practical experience in emergency services or within a professional healthcaresetting is particularly welcome
- A strong commercial mindset and a knack for identifying new business opportunities at an early stage and developing them successfully
- A proactive, customer- and solution-oriented approach to work
- The ability to work independently and manage your sales territory effectively
- Strong communication, presentation and negotiation skills
- Proficiency in using ERP/CRM systems and MS Office
- Good written and spoken German and English
- Willingness to travel regularly within the assigned sales territory

What we offer:

- A permanent position with an international and growing company
- A varied role involving responsibility and direct contact with customers
- Structured product training as well as ongoing development and further training opportunities
- A wide range of complementary products and comprehensive solutions – enabling you to advise your customers holistically, rather than simply selling individual brands
- Collaboration with product specialists and teams across the entire Protect Medical Holding group
- Modern equipment, short decision-making processes, staff discounts on our products, attractive benefits and contributions to your pension scheme

Type of employment: Full-time

We look forward to receiving your application!

Please send your application to:
bewerbung@pax-bags.de

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Westerburger Weg 30
26203 Wardenburg

Your Contact:
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www.pax-bags.com