

# Junior Sales Coordinator - German market

## Company Overview

EXAPRO is an online B2B marketplace for used industrial machinery. We help clients from all over the world to choose the right machine for their needs. We attract 300,000 buyers every month and our website is available in 9 languages.

We are a young and dynamic team of 20 professionals from 10 countries, making it fun to trade used machinery. Our people are our best assets, so we are always looking for talented and creative people to make everyone succeed.

## Position Overview

We are looking for a new member to our multinational team! We are an international company selling used industrial machines worldwide currently searching for an part time student (20 hours a week) or internship (40 hours a week), someone who likes the challenge and can help us with our partners on the **German market in the Metal and Foundry categories**.

## What will you do?

- ◆ Maintain a database of the machines located in German speaking countries
- ◆ Be in daily touch with the partners work on building a business relationship with them
- ◆ Manage requests on your machines { Metal and Foundry categories}
- ◆ Communicate with the buyers, negotiate the conditions of the transaction, finalize the deals
- ◆ Actively seek for new opportunities on the market
- ◆ Hard-working person who is not afraid of a challenge

## What do we expect?

- ◆ Good level of English and German, speaking other language is a plus
- ◆ At least a bachelor degree in International Business or Business Studies (or working on it)
- ◆ Passion for working with different cultures
- ◆ Good communication and verbal skills (even on the phone)
- ◆ At least slight interest in industrial world
- ◆ Time to work part time (20 hours a week) or suitable for at least 6 months internship (40 hours a week).

### Location

Prague, CZ



### Department

Sales team



### Languages

English, German



## What do we offer?

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- ◆ International working environment
- ◆ Nice well equipped offices in Prague 3
- ◆ Work on DPP or internship
- ◆ 10% commission on successful deals
- ◆ Possible career growth
- ◆ Company events and team buildings

## How to apply?

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Please **send your application (CV and cover letter) to [recruit@exapro.eu](mailto:recruit@exapro.eu)**.