



Constructeur d'équipements
pour véhicules industriels

- Company: **AFHYMAT (France)**
- Position function: **Area Sales representative**
- Type of contrat : **Permanent contract**
- Place: **Based In Hungary – To cover Hungary y Romania**
- Level of experience : **Experienced**
- Remuneration : **Fixed Salary + Commissions on sales**

AREA SALES REPRESENTATIVE – HUNGARY AND ROMANIA

COMPANY

AFHYMAT, a French company with an international dimension, designs and manufactures, within an integrated unit, hydraulic components and mechanical accessories for manufacturers of industrial vehicles, trucks, cranes, utilities etc..

POSTION & TASKS

Reporting directly to the Company Director and the Area Sales Director, your primary mission will be to spearhead the expansion of our business in the Balkan region, focusing on the sale of cutting-edge hydraulic equipment. This includes a wide range of products such as hydraulic distributors, pumps, hydraulic cylinders for trucks, diesel tanks, and hydraulic systems for tippers.

Your key responsibility will be to build and nurture a robust network of local distributors across Hungary y Romania. You'll serve as the driving force behind the growth of our market share, ensuring the successful promotion and sale of our products within the region.

Main Responsibilities:

Market Penetration & Business Development: You will actively explore and study the unique dynamics of the Balkan markets, identifying opportunities for growth and expansion. Leveraging your understanding of local business practices, you'll engage with key players to build a customer base and forge new partnerships.

Customer Acquisition & Relationship Building: Your role will involve developing a portfolio of clients by prospecting new distributors and fostering strong relationships with them. By building trust and understanding their specific needs, you'll help align our products with market demand and ensure long-term success.

Strategic Growth: As a key figure in the region, you'll be tasked with implementing tailored strategies to ensure our products reach a wide audience. You'll work closely with local businesses to optimize distribution channels, ensuring our equipment becomes the go-to solution for hydraulic needs in the region.

Training & Expertise: Prior to hitting the ground running, you'll undergo a comprehensive two-month training program at our headquarters in France. This immersive experience will equip you with in-





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depth product knowledge and insights into our company's culture, ensuring that you're fully prepared to excel in your role.

Regional Expertise: While a prior experience in the Balkan region is advantageous, your ability to adapt to and understand new markets will be key. You'll represent our brand with professionalism, combining local market insights with our global vision.

This role offers a dynamic blend of autonomy, strategic thinking, and hands-on engagement in a fast-growing sector. If you're passionate about business development and ready to take on a new challenge in a vibrant region, we want to hear from you !

Profile

You have a solid technical foundation in mechanics, paired with a proven track record in business development. Your combined expertise in both technical and commercial areas enables you to provide tailored solutions that meet client needs while driving business growth.

You are a highly organized, detail-oriented, and self-driven professional, known for your strong negotiation skills and keen commercial acumen. Your ability to navigate complex sales processes and build lasting relationships with clients sets you apart in your field.

Proficiency in English is essential for this role, as you will be working in an international environment. Additionally, fluency in French would be a valuable asset, helping you to communicate effectively with colleagues and clients across different regions.

Remuneration : fixed salary + commissions on sales (with objectives)

Other benefits: company car / computer / cell phone etc...

Information and application:

Please send your CV in English or French (cover letter is not mandatory but is a welcomed addition) to M. Jonathan GUIGUEN (HR responsable):
jonathan.g@afhymat.fr

