



## SALES REPRESENTANT – GERMANY AREA

Would you like to be part of a forward-thinking European company?

RODAC International, part of SAM Group, is committed to sustainable development and continues to invest in Europe through the development of its 5I strategy: Innovation, International, Internet, Individual, and Industry. As a manufacturer in France for over 100 years, we create tool solutions for professionals in the industrial, automotive, and construction sectors in Europe through our subsidiaries.

As part of the RODAC sales team, you will report to the Sales Manager and your mission will be to prospect, animate and develop the distributor network in your assigned sector by identifying potential users in line with the defined commercial policy. As a true ambassador for RODAC, you will identify decision-makers and carry out conquest and referencing actions for the RODAC sales plan, building long-term relationships with our clients in Germany.

You will support our distributors' salespeople by motivating them through sales actions and training, and you will animate customers by having a very good understanding of their end-users' needs.

With a degree from a business school or successful experience in the sales of technical products in distribution, you will stand out for your sales skills that enable you to sell SAM/RODAC products and confidently communicate with multiple stakeholders, both at our distributors and end-users.

With a curious nature and a passion for technical products, you enjoy regularly upskilling yourself. You have excellent interpersonal skills and situational intelligence, and you ideally master tripartite commercial dialogue (distributors and end-users). You are capable of working closely with all components of RODAC, distinguishing yourself by your ability to persuade to achieve your goals, and you enjoy working autonomously.

SAM OUTILLAGE offers you quality working conditions (efficient marketing and technical support, motivating remuneration, company car, laptop, smartphone) as well as a pleasant working environment with the implementation of collective events for our employees (health prevention workshops, blood donations, sports events, etc.).

As part of its CSR policy, SAM Group & RODAC studies all applications with equal skills, including those of people with disabilities.

To apply, please send a CV and a cover letter directly to [drh@sam.eu](mailto:drh@sam.eu) (first selection by the Head Quarter in France, then you will have a meeting at RODAC), mentioning the SR2023 number offer. For questions, please do not hesitate to contact the HR department: +334.77.92.13.31. For more information on our company follow us on LinkedIn!



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