



Lamps and luminaires are our business. Since 1978 EiKO Global has been providing high quality professional lighting products for industry, electrical trade, electronics sector, original equipment manufacturers and many other professional sectors.

We specialize in custom solutions for non-standard products. Our team, consisting of technical lighting designers, electrical engineers and lighting professionals, provides competent advice, optimizes your lighting results and creates transparent amortization calculations as well as tailor-made lighting calculations.

EiKO-Europe GmbH, based near Karlsruhe, has been the European mainstay of EiKO Global for over 15 years now. Thanks to innovative lighting solutions and the consistent use of future-oriented technologies, EiKO has recorded above-average growth in recent years and is now looking to strengthen its team with a

## **Independent sales representative (m/f/d)**

True to our motto **Solutions.Service.Simplicity**, we are looking for a freelance sales representative in accordance with § 84 HGB (German Commercial Code) as soon as possible.

### **Solutions**

- You are able to acquire new customers and provide them with comprehensive support.
- You develop your own ideas and propose solutions to master the wishes and circumstances of your customers' projects.



## Service

- Whether on the phone, by e-mail, video call or in person: you handle new customer acquisition professionally with empathy, commitment and passion.
- You work on concepts that fully convince and inspire your customers.
- Your affinity for technology and your constant endeavor to keep your knowledge up to date promotes the strategic development of customer relationships.
- You put your heart and soul into your work, whether at trade fairs or sales events.

## Simplicity

- You enjoy working with a company that is characterized by short decision-making processes and dynamism.
- As a sales representative, you will be supported by a dynamic and competent team that will help you to serve your customers quickly and professionally.
- You can expect a family-like company where cohesion, a positive working atmosphere and team spirit are very important.

## Your convincing profile

- Completed training / studies in the commercial sector
- Professional experience in internal / external sales
- Independent, solution-oriented and precise way of working
- Strong communication skills and enjoyment of customer contact
- Good written and spoken German and English skills
- Very good MS Office skills



### What you can expect:

- A varied, sales-oriented and very independent job in an innovative company
- Further training through regular product and specialist training courses
- An attractive, performance-oriented salary (commission-based)

We are interested in the person behind the CV, so we look forward to receiving your creative application in which you tell us something about yourself.

Please contact Björn Rill if you have any questions and for your application.

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