



# Sales Manager AEM

Poland, Czech Republic, Slovakia region

going the extra mile



## Dinex Aftermarket

The aftermarket division of Dinex is a leading global supplier of innovative exhaust and aftertreatment systems for the heavy duty truck industry with activities in Europe and North America.

Every day our products and technologies clean the exhaust gas from millions of vehicles worldwide in compliance with the most stringent emission legislations, such as EURO VI and EPA10, and with solutions in place for carbon-neutral fuels and hydrogen applications, as well as future emission regulations. Dinex is a part of a green, climate-neutral future for future generations.

With a program of more than 15.000 spare parts Dinex supply on a daily basis to over 6.000 distributors on a global scale, Dinex is a market leader within the independent Aftermarket. Our products are designed to the same quality as original or better, and we take pride in our solutions based on our own in-house core technologies and innovations.

## Global Key figures

**1,800** employees

**7** production sites

**7** Technology Centres

**14** countries on **3** continents

**+10%** Graduate recruitments annually

*As a Sales Manager in the AEM Division, you play a key role in driving Dinex's growth and market presence across your region. Your main responsibility is to strengthen our position within the commercial vehicle aftermarket by developing long-term relationships with key customers, identifying new business opportunities, and ensuring a strong customer-oriented approach. You will act as the link between the market and Dinex, ensuring that customer insights and needs are transformed into actionable plans that support our strategic goals. The position requires a high degree of autonomy, strong commercial understanding, and a proactive mindset.*

## Roles & Responsibilities

- *Monitor and analyze sales activities and take appropriate actions to meet geographical sales targets*
- *Grow business and relationships with strategically important accounts*
- *Engage in proactive account planning and understand key focus areas and priorities*
- *Provide customer focus and support to strengthen relationships*
- *Be actively present in the field and maintain close customer contact*
- *Create weekly and monthly visit planners and sales plans aligned with company focus*
- *Use initiative to offer competitive solutions and market insights*
- *Ensure effective utilization of CRM tools*
- *Attend exhibitions and represent the company professionally*
- *Travel throughout the region and occasionally to other Dinex locations globally*
- *Explore new business opportunities and identify potential prospects*
- *Deliver professional presentations tailored to various audiences (customers, management, etc.)*
- *Continuously provide feedback on customer trends and market developments to the European Sales Director.*

## Skills for Success

- *Strong communication and negotiation skills, both verbal and written*
- *Excellent presentation and organizational skills*
- *Active listening and customer focus*
- *Solid commercial awareness*

- *Trusted relationship building with customers*
- *Proactive, confident, and self-motivated attitude*
- *Ability to manage priorities, meet deadlines, and ensure follow-up*

## Experience

- *Automotive aftermarket experience preferred*
- *Proven experience in a field sales role*
- *Decision-making capability in a fast-paced environment*

## Personal Skills

*To succeed in this position, you must demonstrate both professional and interpersonal strengths.*

*You are a confident communicator with the ability to engage effectively at all organizational levels — from operational contacts to top management.*

*You thrive in a dynamic environment where initiative, structure, and problem-solving are essential.*

*Your mindset is entrepreneurial; you take ownership, stay curious, and constantly look for ways to improve both customer satisfaction and business results. To possess this role you can work from home in the region, but preferably in Poland.*

### **Key personal characteristics include:**

- *Strong interpersonal skills with a natural ability to build trust and rapport*
- *Strategic thinking combined with hands-on execution*
- *High drive and resilience under pressure*
- *Team-oriented, yet self-motivated and independent*
- *Analytical mindset with attention to detail*
- *Adaptable and culturally aware when working across markets*

## Career Opportunities

*At Dinex, we believe in developing our people.*

*As Sales Manager, you will have the opportunity to make a tangible impact on both the company's growth and your own career path.*

*Dinex's international environment also provides opportunities for cross-functional development — whether in Product Management, Marketing, or Strategic Business Development.*

*You will be part of a global organization that values initiative, collaboration, and long-term career growth, making this role an excellent platform for those who aspire to advance within a fast-growing and innovative company.*

## Interested?

*We are looking for someone who can join us as soon as possible, so please apply soon! Please use this link for applying: [Sales Manager | Dinex Group | LinkedIn](#)*