



DMV d.o.o., Kraljevića Marka bb, 18000 Niš, Srbija
Tel. 018 34 08 100, 018 4591 556, 018 4591 552
Matični broj: 07707665, **Šifra delatnosti:** 2651
PIB: 100337350, info@dmv.rs, www.dmv.rs

International Sales Manager

Location: Niš, Serbia (Headquarters) / Remote with Travel

Company: DMV

Industry: Variable Message Signs, Public info displays, Solutions for ITS

About Us

Founded in 1991 with the vision to develop and produce professional electronics that will be used for information and to increase traffic safety. Decades of experience and adherence to the highest production standards in variable traffic signaling and ITS equipment have led us to regional success and a presence on the global market.

With more than **35 years of tradition**, we specialize in the production, servicing, and maintenance of ITS equipment. Our presence in over **90 markets worldwide** is the result of successful cooperation with a global network of partners and the dedication of our team of experts.

Our strength lies in the rounded process - from the conceptual solution and design, to the final production of software and hardware. With thousands of devices installed worldwide, DMV sets the standard for reliability and quality that lasts.

The Role

We are seeking a strategically-oriented **International Sales Manager** to spearhead our global expansion. This isn't just a sales job; it's a role for a visionary who can build long-term partnerships and represent the DMV brand on a global stage. You will be the bridge between our innovative technology and the international market.

Key Responsibilities

- Developing and executing sales strategies to expand DMV's presence in international markets.
- Identifying new business opportunities and managing relationships with key stakeholders globally.
- Representing the company at international fairs, exhibitions, and client meetings.
- Collaborating with technical and production teams to ensure our solutions meet specific market needs.
- Monitoring market trends and competitor activities to maintain our competitive edge.

What We Are Looking For

- **Education:** Bachelor's degree in Economics, Business, or a Technical field (Engineering).
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- **Experience:** 5+ years of proven track record in international sales or business development. Experience in selling LED traffic signs/solutions or electronic products is highly preferred.
- **Language Skills:** Proficiency in English is mandatory.
- **Mobility:** High readiness to travel internationally (up to 40-50% of the time).
- **Mindset:** A strategic thinker with a "can-do" attitude, excellent negotiation skills, and the ability to communicate technical topics clearly to buyers.

Why Join DMV?

- A stable working environment in a growing company with three decades of success.
- The opportunity to work with cutting-edge LED technology.
- A collaborative culture where your voice is heard and your contribution matters.
- Dynamic career growth as we continue to enter new markets.

How to Apply If you are ready to drive the future of DMV technology across the globe, please send your CV and Cover Letter in English to posao@dmv.rs or, better yet, visit us at **stand 01.128 at Intertraffic** for an introductory coffee chat.