

Our Client is a successful reputable international company. In order to support the further development of their operations in Serbia, we are searching for motivated and experienced candidates for the following position based in Belgrade:

Product Sales Representative – Serbia

Requirements:

- Mechanical / Technical University degree - preferred
- Sales experience - ideally construction materials, door hardware, fittings, automatic doors, aluminium systems, entrance solutions, security, access systems and building project sales
- Strong customer orientation, analytical approach, developed communication and negotiation skills
- Distinct sales drive and developed technical sales approach
- Full PC literacy
- Good command of the English language
- Valid driving license

Main responsibilities:

- Be accountable for the overall performance, sales increase and achievement of the set sales targets with dedicated customers
- Develop a strategic presence of the products and solutions
- Initiating and maintaining long-term relations with customers and partners, particularly with distributors, door producers, engineering consultants, architects, project management companies, installation and system integrator partners, subcontractors and investors
- Support fabricators, sellers, and wholesalers in technical questions
- Conduct business in line with applicable laws and regulations, as well as with global and local policies and procedures and the companies code of conduct
- Regular reporting to the management

Candidate's profile:

- Strong customer orientation and developed technical sales approach
- Developed communication and negotiation skills
- Analytical approach

Our Client offers excellent working conditions with a possibility for further professional development.