

Partner relationship manager

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Eppc on behalf of its client, **one of the most fastest and comfortable loan provider**, is currently recruiting a **Partner relationship manager**.

Purpose of position:

To build business by identifying and selling prospects; maintaining relationships with clients.

Major responsibilities:

- Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options;
- Sells products by establishing contact and developing relationships with prospects; recommending solutions;
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements;
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors;
- Prepares reports by collecting, analyzing, and summarizing information;
- Maintains quality service by establishing and enforcing organization standards;
- Contributes to team effort by accomplishing related results as needed.

Requirements for this position are:

- University degree in Economics;
- At least 2 years working experience in B2B sales;
- 5 years of experience in similar works (preferably in sales);
- Developed organizational and negotiating capacity;
- Very good communications and presentation skills;
- Driver's license (B Category).

Facts & Figures:

Position: Partner relationship manager;

Location: Tirana;

Working hours: 40;

Contract: According to Labor Code;

To apply until: **07.12.2017.**

How to apply:

To apply for this opportunity, please send your CV and supporting document, **mentioning the position that you are applying for**, to:

recruitments@eppc.al

You will be contacted by eppc only if your CV & support documents will be qualified by our evaluation team.