

Sales Representative

TRAININGS
RECRUITMENTS
CONSULTANCY

eppc
HUMAN RESOURCES TRAININGS FINANCIAL MANAGEMENT

eppc on behalf of its client, a global powerhouse focusing on the areas of electrification, automation and digitalization, is currently recruiting a Sales Representative for Albania/Kosovo markets.

Major Responsibilities:

- Pro-actively drive sales activities and business development, focused on decision makers and project's result (projects to be won and financial targets to be achieved);
- Pro-actively drive the development of the partner network with the result that partners and distributors are properly trained, covering all sales channels and all relevant projects;
- Prepare and submit price offers, technical specifications and contract documentation to existing and new customers;
- Analyze sales progress and evaluate marketing / sales activities, initiating corrective actions if needed;
- Implement the agreed business strategy, incl. budget targets, sales channels, partners and technical support in Albania and Kosovo;
- Analyze and report competition's activities in terms of their strategy, operation, product portfolio and pricing.

Requirements for this position are:

- University degree – Engineering or Economics background;
- Fluent English (German is an advantage) and good skills in MS Office tools;
- Good understanding of building market sales channels and proven record in B-2-B environment;
- Minimum 3 years or more of successful experience in building market business (Electrical systems, HVAC, low voltage, building automation) with wide network of contacts throughout the countries;
- Experience in organizing trainings, seminars, tradeshow, giving presentations;
- Willingness to travel frequently mainly within Albania and Kosovo;
- Driver's license (B Category).

Benefits:

- Solid know-how within a company with over a century history and experience;
- Chance for a long-term career development;
- Specialized trainings in Bulgaria and abroad;
- Company car.

How to apply

To apply for this opportunity, please send your CV until **05/08/2017** and supporting documents, 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.