

Sales Representative

Eppc on behalf of its client, a **leading international brand for warewashing solutions** for the hotel and catering sector, is currently recruiting a **Sales Representative**.

Major Responsibilities:

- Research and market analysis for Albania;
- Finding new customers and established business relationships with potential customers ;
- Development and implementation of sales strategy and support the parent company in marketing activities,
- Creating, preparing and giving presentations;
- Observation and monitoring of market developments
- Preparation of plans, reports, reparation of tender, marketing campaign;
- Technical support to dealers, customers and key accounts management (rates, conditions, inquiries, offers, orders and training);
- Submission of daily, weekly and monthly reports supervisor.

Requirements for this position are:

- University degree in Economics;
- Fluent English (German is an advantage) and good skills in MS Office tools;
- At least 5 years working experience in B2B sales and technical goods in sales of capital goods;
- 5 years of experience in similar works (preferably in sales);
- Developed organizational and negotiating capacity;
- Driver's license (B Category).

How to apply:

To apply for this opportunity, please send your CV until **14/08/2017** 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.