

EPPC Albania is currently recruiting a **Head of B2B Sales**.

## Major responsibilities:

- Set strategy, targets and KPI-s of sales team;
- Identifying, develops and maintains relationships with new clients and partners;
- Manages daily activities, meeting with potential clients;
- Identify weakness of the products and recommend new changes on product parameters;
- Identify sales obstacles in processes, recommend new changes and simplifications;
- Monitors competition;
- Develop and increase the point of sales number;
- Reporting Weekly/ monthly for the partners sales and results, actions, and sales progress and KPIs;
- Setting up, coaching and supporting his sales team in their daily work;
- Ensure implementation of approved monthly/yearly business plan for each of team members.

## Requirements for this position are:

- University Degree in Business Management, Marketing;
- **Previous experience in sales management positions;**
- **Field oriented** person;
- Outgoing, sociable, enjoying interacting with others and building relationships;
- **Fluent in English - MUST;**
- Strong communication, negotiation, and managerial skills;
- **Driver's license and his/her own vehicle - MUST**

## How to apply:

To apply for this opportunity, please fill your application at: <https://aplikim.eppc.al>