

EPPC Albania, on behalf of its client, Albania's leading companies specialize in **advertising, branding, and promotional products**, is looking for a **Head of Field Sales**.

The Head of Field Sales will lead sales operations across companies. In this role, you will manage a high-performing sales team, build strong client relationships, and develop strategic initiatives to drive growth in the advertising and promotional products industry.

Essential Responsibilities:

- Lead and manage a sales team to maximize performance;
- Build and maintain strong relationships with new clients;
- Develop and implement strategic sales plans to drive revenue;
- Conduct market research and competitor analysis to stay ahead;
- Track KPIs and sales metrics to optimize efficiency;
- Collaborate across departments and top management to align sales strategies with business goals;
- Represent both companies by selling advertising solutions, promotional products, branded merchandise, and digital/physical signage.

Requirements for this position are:

- **Bachelor's degree in Business Administration, Marketing, or a related field;**
- **Proven sales management & leadership** experience;
- Strong **relationship-building & negotiation** skills;
- Ability to **develop & execute effective sales strategies;**
- Excellent analytical thinking & problem-solving abilities;
- **Very good English;**
- Clean Driving License (Category B).

How to apply:

To apply for this opportunity, please send your CV through the following link: <https://aplikim.eppc.al>

You will be contacted by EPPC, only if your CV will be qualified.