

EPPC Albania on behalf of its client, is currently recruiting Sales Manager.

Major responsibilities:

- Experience in customer service and team management;
- Strong communication and negotiation skills;
- Ability to analyze market trends and develop effective sales strategies;
- Proven track record of achieving sales targets and driving revenue growth;
- Achieve growth and hit sales targets by successfully managing the sale process;
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs;
- Identifies, analyzes and proposes new potential clients, while being fully aware of new products and competition status;
- Negotiating all contracts with prospective clients;
- Helping determines pricing schedules for quotes, promotions, and negotiations;
- Giving sales presentations to a range of prospective clients;
- Visiting clients and potential clients to evaluate needs or promote software solutions of the company;
- Maintaining client records;
- Answering client questions about credit terms, products, prices, and availability;
- Preparing monthly and quarterly reports for the upper management.

Requirements for this position are:

- Bachelor's degree in Economics, Marketing,
- Minimum 2 years of experience in Management, Marketing, Sales (preferable manufacturing industry);
- Good knowledge of Excel, Word & PowerPoint;
- Advanced problem-solving and market analysis;
- Fluent in English Language is a must;
- Excellent leadership and management skills;
- High level of organization and efficiency.

How to apply:

To apply for this opportunity, please fill your application at:

<https://aplikim.eppc.al>

You will be contacted only if your CV will be qualified.