

JOB TITLE: Sales Account Manager

PLACE: Romania and Bulgaria

JOB PURPOSE: New business development and existing business management in Romania and Bulgaria

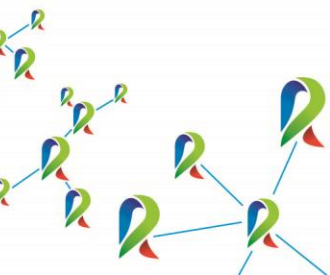
REPORTING TO: Country Manager

Key Accountabilities:

- Execution of sales plan to achieve target
- Implement sales initiatives and strategies to target customers given for new business development
- Customer site visits to discuss their needs, sales promotion and to assess the quality of company's relationship with them and collect market knowledge
- Encourage on generating new leads through telephone conversations, exhibition and other databases (Google, magazine, etc)
- Prepare Sales Budget on CRM, follow up sales deviation report and seek explanation for loss of business to ensure existing business management.
- Collect and provide any competitor information to improve sales strategies.
- Prepare Price quotations, samples requests , projects utilizing in-house CRM follow internal procedure
- Exhibitions –attendance required
- Diagnose causes of customer complaints, and give solution.
- Follow up critical debtors.
- Team working with internal departments in day to day tasks.
- Keep accurate records of discussions or correspondence with customers.
- Provide weekly and monthly report of sales team

SKILL / ABILITIES REQUIRED: Candidate Profile:

- Fluent in writing and spoken Romanian and English, knowing other language (Bulgarian) is advantage
- Business and customer oriented, independent, with preferably 1-3 years' experience in sales account management.
- Outstanding presentation and relationship-building skills
- Structured powerful persuasive techniques in a patient, calm and effective way
- Up-to-date computer skills, strong literacy in Microsoft Windows, Microsoft Office Excel, Word, Power Point, CRM.
- Experience in coatings, inks or plastic industry will be welcomed but not mandatory



PACKAGE:

- Fixed salary – to be confirmed
- Use of company Car or Mileage paid by company)
- Company Laptop
- Mobile – handset provided
- Expenses (hotel, food, etc) paid actual against bills
- Cash Advance for expenses - to be discussed
- Commission/Bonus to be discussed

Target sales include the business management to existing customers and new business development.

INDUSTRIES:

- MASTERBATCHES & COMPOUNDS
- PAINTS / VARNISHES / OTHER COATINGS
- GRAVURE , PRINTING, WRITING, OTHER INKS
- HOUSEHOLD AND PERSONAL CARE
- ROAD MARKING
- ARTS AND CRAFTS (COLOR PENCIL,SKETCHPEN,CRAYONS, etc)
- FATS/OILS/WAXES/LUBRICANTS/GREASES
- FERTILIZER & PESTICIDES
- ALL OTHER INDUSTRIAL APPLICATION

PRODUCTS:

ALL DYES, PIGMENTS AND COLOURANTS.

