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| **Country Manager** |
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| ОПИСАНИЕ НА ДЛЪЖНОСТТА |
| **Responsibilities:** - Develops and maintains business relationships with third parties (business partners, distributors, direct clients); - Elaborates and coordinates the activity of the team in the field and evaluates, motivates and develops it; - Offers support to the sales agents by accompanying them at the meetings with clients, contracts negotiation and identifying the targeted market; - Does reports and analyses about current activity and makes proposals for improving the productivity and sales efficiency; - Monitors the competition and propose differentiation strategies; - Deals with established indicators and targets and manages the activity towards their accomplishment; - Manages and controls the optimization processes; - Makes budget proposals and monitors the compliance with the approved budget; - Develops a realistic sales development plan for a short and long term; - Insures the correct implementation of the company’s commercial policy.  **Requirements:** - Technical or business administration university studies; - Experience on a sales management position and in direct sales; - Good communicational skills, client oriented; - Business development attitude, determination and self-motivation; - Very good knowledge of English; - Availability for business trips in the country and abroad.  Our client is a successful company that has more de 17 years of experience in the market. It has offices in the country and abroad.  For more information: <http://www.jobtiger.bg/obiavi-za-rabota/country-manager-116334-2?back_url=%2Fobiavi-za-rabota%2F%3Fln%3D2%26region%3D59> |