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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> |