

Our Client is a Polish company offering the product and services in construction industry. Currently the company is planning to develop the business activities in CEE region. For this purpose the company is looking for :

Export Sales Manager CEE

Ref no 11/ESM/16

Place of work:

home office with the headquarter in Central Poland

Responsibilities:

- development and improvement of the business and sale volume;
- identifying new sale potentials, as well as products, commercial strategy and prices of the main competitors of the company in CEE markets;
- acquisition of new clients
- management and supervision of the assigned market, defining, in coordination with the Sales Department
- the candidate will analyze the competition in the geographic area of competence, defining, in cooperation with the Sales Department, the business strategies best suited to the development of foreign markets;
- participate in fairs and other events of the sector considering the potential expressed by customers and managing,
- draft budget for the customer in line with the forecast, established with the management, drawing up reporting to the headquarters;
- analysis of trends and competitors.

Requirements:

- the fluent use of English
- knowledge of German will be the strong advantage
- excellent knowledge of construction industry
- complete the profile orientation,
- excellent negotiation skills
- high interpersonal skills
- problem solving.

If you're ready to start working on this position and you have proper experience, please send us your application to the following email address: kontakt@hrintegram.pl