

## Sales Manager / Sales Director

Uchádzača overíme na vašu žiadosť

Očakávaná mzda: **4 000 €**

Cena: **4 800 € bez DPH**

### Preferovaná pracovná pozícia

Logistik

Obchodný manažér

Generálny riaditeľ

Obchodný riaditeľ

B2B predaj

Strojárstvo

Stavebníctvo

### Preferovaná lokalita

Slovenská republika

### Jazyky

Slovensky - Expert (C2)

Maďarsky - Expert (C2)

Anglicky - Pokročilý (C1)

Nemecky - Pokročilý (C1)

### Zručnosti

Fakturácia - Expert, Podvojne účtovníctvo - Pokročilý, Pokladňa - Pokročilý

## Pracovné skúsenosti / Work experiences

07/2017 - present

### **Key account manager**

Zameranie spoločnosti:

*Wholesale of clothing and footwear*

- » responsible for business activities with strategy clients in East Slovakia
- » acquisitions of new clients
- » presentation of the company

10/2015 - 08/2017

### **Sales / Operation manager**

Zameranie spoločnosti:

*Transport, logistics and freight forwarder*

- » responsible for the business development and operation activities of the company
- » transport and logistics
- » leading a team of dispatchers 20-100 people

09/2013 - 10/2015

### **Branch manager / Regional Senior Sales Executive**

Zameranie spoločnosti:

*Logistics company*

- » responsible for a business activities in region incl.
- » key account management
- » leading a team of dispatchers – 10 people

04/2013 - 08/2013

### **Branch manager**

Zameranie spoločnosti:

*Transport, logistics and freight forwarder*

- » responsible for sales and operation activities of branch Kechnec

2007 - 03/2013

### **OVL Branch Manager / Logistics integrator**

Zameranie spoločnosti:

*Logistics company*

OVL Branch Manager (12/2010 - 03/2013)

- » responsible for commercial and operation activities of branch Kechnec
- » KAM
- » leading a team of dispatchers – 5 people

Logistics integrator (2007)

- » sales representative for a East part of Slovakia and branch Kosice
- » responsible for a business activities in region, start with business,
- » presentations for a customers

01/2006- 04/2007

### **Sales manager for Czek Republic, Slovak Republic and Hungary**

Zameranie spoločnosti:

*Suppliers of trapezoidal profiles and sandwich panels in Europe*

- » responsible for business activities, increase the company position on market,
- » participacion in exhibitions, presentations, claims solving

## **Vzdelanie / Education**

1996 - 1998

**Business Academy**

1989 - 1993

**Grammer School**

2011

Course: **Leadership**

2011

Course: **The evaluation interviews and assessment staff**

2010

Course: **How to maintain client loyalty**

2009

Course: **Training lean management**

2008

Course: **Sales skills**

2008

Course: **Profesional system of work – 1. a 2. part**

2008

Course: **Negotiation**

2008

Course: **Professional system of work**

2002

Course: **Effective communication in professional selling**