

## Sales Manager / Key Account Manager / B2B

Uchádzača overíme na vašu žiadosť

Očakávaná mzda: **2 000 €**

Cena: **2 400 € bez DPH**

### Preferovaná pracovná pozícia

Obchodný manažér

Account manager

Nákupca

Distribúcia a veľkoobchod

Business to Business

### Preferovaná lokalita

Bratislavský kraj

Okres Nitra

### Jazyky

Slovensky - Expert (C2)

Anglicky - Mierne pokročilý (B1)

Nemecky - Mierne pokročilý (B1)

### Zručnosti

Google AdWords - Pokročilý, Microsoft Excel - Pokročilý, Microsoft Power point - Pokročilý, SAP - Pokročilý, HELIOS - Pokročilý

## Pracovné skúsenosti / Work experiences

01/2018 - 11/2018

### **B2B Key Account Manager for Slovakia and Czech Republic**

Zameranie spoločnosti:

*Smart Signage and Hospitality Displays*

B2B Key Account Manager for Slovakia and Czech Republic (01/2018 - 11/2018)

- » developing the potential of the Slovak market and maintaining continual progress in the Czech market
- » creating a sales strategy for expanding partnership channels, identifying business opportunities, and achieving sales goals
- » product presentation to customers
- » offering the most effective sales quotes by communicating and negotiating specific deals with HQ
- » forecasting and purchasing goods to individual dealers
- » developing and building customer relationships
- » communicating results and preparing presentations constructively to supervisor
- » close cooperation with local factory on brand-new product launching
- » collecting informations about local market
- » representing the company at partners exhibitions, events and conferences
- » ensuring a smooth flow of foreign delegation visits

B2B Key Account Manager for Czech Republic (05/2015 - 12/2017)

- » setting and driving Enterprise Business Team strategy according to company targets to own customer or partner segment
- » identifying business opportunities, and achieving sales goals
- » responsible for project price requests from HQ, price negotiations with system integrators and end customer
- » building and maintaining long-term, profitable relationships with own customers or partners
- » driving sales execution (BO registration, maintenance and sales execution) by building execution plans
- » forecasting, stock-status checking, old stock purchasing, monitoring of delivery dates, and analyzing competitor products
- » fostering strong cross team cooperation while representing EBT on various internal and external meetings and events
- » managing the creation of product catalogs and information materials

08/2010 - 12/2014

### **Sales manager – Hunter / Sales manager – Product Specialist / Sales manager – Purchaser**

Zameranie spoločnosti:

*Wholesale of computers, computer peripheral equipment and software*

Sales manager – Hunter

- » searching for new customers and sales opportunities to meet business goals and increase sales.
- » identifying and analyzing customer needs in order to provide utmost customer satisfaction and quality of service
- » managing business cases and creating customer pricing models.
- » building strong relationships and actively communicating with customers and suppliers
- » creating a database of registering clients and potential clients.
- » preparing business contracts and managing business negotiations
- » complying with agreed delivery dates

Sales manager – Product Specialist

- » creating product strategy based on experience, market knowledge, trends, customer requirements
- » knowledge of product line and features in alignment with the company marketing strategy
- » presentations and trainings regarding the product and services
- » monitoring of competitive products
- » preparing sales and budget forecasts based
- » obtaining feedback from clients on product quality and satisfaction

Sales manager – Purchaser

- » procurement of goods and services through supplier negotiations
- » optimizing quality, costs, and delivery times
- » researching the supplier market through price monitoring
- » planning and tracking procurement of stock levels, profit and turnover.
- » operational complaint handling

07/2009 - 12/2009

**Administration work on HR and accounting department**

Zameranie spoločnosti:

*Manufacture of other rubber products*

**Vzdelanie / Education**

2005 - 2010

**Faculty of economy and management**

Business and marketing

2001 - 2005

**Gymnasium**