

## Sales Manager / Key Account Manager / Sales Director

Uchádzača overíme na vašu žiadosť

Očakávaná mzda: **3 000 €**

Cena: **3 600 € bez DPH**

### Preferovaná pracovná pozícia

Obchodný manažér

Vedúci obchodnej skupiny

Key account manager

Obchodný riaditeľ

### Preferovaná lokalita

Slovenská republika

Česká republika

### Jazyky

Slovensky - Expert (C2)

Anglicky - Expert (C2)

Rusky - Mierne pokročilý (B1)

### Zručnosti

Microsoft Office - Pokročilý

## Pracovné skúsenosti / Work experiences

02/2019 - 10/2019

### Sales Manager SK / CZ

Zameranie spoločnosti:

*Wholesale of solid, liquid and gaseous fuels and related products*

- » people development - coaching, training and mentoring a team of 8 Sales Representatives
- » change Management (Culture change, process management, change of customer approach)
- » managing 6M Euro of annual sales
- » managing Sales team personnel through hiring, retention, and performance management
- » achieving continuous growth of new business (cold calling, new business pipeline)
- » conducting field visits, monthly 1 to 1 with all team members (also annual performance reviews, people development, PDP)
- » building and maintaining strong relationship with team's top customers (Linde, Messer, Robin Oil, Slovnaft, etc.)

06/2018 - 01/2019

### Senior Sales Representative CBG SK / CZ

Zameranie spoločnosti:

*Mediation of trade in various goods*

- » channel management - SOSD and CHC
- » contract negotiations – yearly reviews (Tesco, Hornbach, Bauhaus, Makro/Metro)
- » pricing structure and discounts implementation for distributors
- » product launch and trainings for partners
- » business development and market coverage improvement
- » monitoring of sales by product group to identify areas of opportunities

09/2012 - 06/2017

### Key Account Manager / Power & Mining

Zameranie spoločnosti:

*Industrial Supplies*

- » servicing new and existing key accounts (Challenger Gold Mine, Adelaide Brighton Cement, Penrice Soda Products, SA Power Networks)

- » managing \$3.5M of annual sales
- » achieved continuous growth of new business (prospecting, pipe line management)
- » achieved sales growth and margin target expectations
- » contract reviews and negotiations (DIFOT, KPI)
- » monitoring of sales by product group to identify areas of opportunities
- » cconsignment management and value add selling

03/2006 - 01/2012

### **Key Account Manager / Regional Sales Manager / Senior Area Sales Manager / Area Sales Manager**

Zameranie spoločnosti:

*Business Supplies & Equipment*

Key Account Manager (01/2011 - 01/2012 )

- » people development - coached, trained and mentored team of 7 Sales Representatives
- » change Management (New FSBP implementation)
- » managed \$3M of annual sales with average gross profit of 46%
- » managed Sales team personnel through hiring, retention, and performance management
- » achieved continuous growth of new business (cold calling, new business pipeline)
- » conducted daily filed visits, monthly 1 to 1 with all team members (also annual performance reviews, people development, PDP)
- » built and maintained a strong relationship with team's top customers

Regional Sales Manager (03/2009 - 12/2010)

- » managed and coached Field Sales force in Slovak republic and Austria (6 ASM's – direct reports, 60 Sales Representatives – indirect reports, 2 Sales Support Coordinators)
- » prepared annual budgets and budget reviews (forecasting for the Field Sales division)
- » developed motivational bonus structure to maximize performance of the sales force
- » delivered effective feedback to optimize performance of the Sales teams in both countries (Quarterly Regional Sales meetings, Team meetings)
- » managed Sales Department personnel through hiring, retention, and performance management
- » managed 7M of annual sales with average gross profit of 41%
- » developed competencies and processes for Sales Department
- » prepared a monthly sales review reports for Zone MD

Senior Area Sales Manager (03/2008 - 02/2009)

- » people development - daily coached, trained and mentored team of 10 Sales Representatives

- » achieved continuous sales and trading margin growth
- » managed Sales team personnel through hiring, retention, and performance management
- » inducted new ASM's
- » achieved effective territory split
- » built and maintained a strong relationship with team's top customers
- » top team account reviews

Area Sales Manager (03/2006 - 02/2008)

- » people development - coached, trained and mentored team of 10 Sales Representatives
- » global company start up on Slovakian market
- » implemented FSBP, daily field visits, team meetings conduct
- » achieved continuous sales and trading margin growth
- » built and maintained a strong relationship with team's top customers
- » achieved continuous growth of new business

## Vzdelanie / Education

2013 - 2014

**Univeristy**

Advanced Diploma of Management

2012 - 2013

**Univeristy**

Diploma of Management

1988 - 1900

**Business University**

completed two years majoring in Industrial Economics

1984 - 1988

**School of Mechanical Engineering**

2008 - 2009

Course: **Managerial Skills**