

# Sales Manager / Key Account Manager

Uchádzača overíme na vašu žiadosť

Očakávaná mzda: <b>2 000 €</b>	Cena: <b>2 400 € bez DPH</b>
Preferovaná pracovná pozícia	Preferovaná lokalita
Obchodný manažér	Slovenská republika
Key account manager	Taliansko
Country director/manager	
Rýchloobrátkový tovar	
B2B predaj	
Elektro	
Strojárstvo	
Farmaceutický / zdravotnícky sektor	
Jazyky	

Slovensky - Expert (C2)
Anglicky - Stredne pokročilý (B2)
Taliansky - Stredne pokročilý (B2)
Nemecky - Začiatočník (A2)

### Zručnosti

Administrácia Lotus Notes - Základy, Microsoft Office - Pokročilý



## Pracovné skúsenosti / Work experiences

2018 - 2020

#### Sales manager

Zameranie spoločnosti:

Wholesale of electronic and telecommunications equipment and parts

- » business development in Slovakia, presentation of products and services of the company(process automation)
- » caring for existing customers, cooperation with headquarter in Germany, periodic reports, visiting trade fairs

2015 - 2018

#### Sales manager

Zameranie spoločnosti:

Wholesale of electronic and telecommunications equipment and parts

- » business development in Slovakia
- » presentation of products and services of the company(safety components, drive technology, automation system, software...risk assessments)
- » caring for existing customers
- » coordination of security audits(Risk Assesment)cooperation with headquarter in Germany, periodic reports
- resolving complains
- » visiting trade fairs, WebManager for SalesApp

2012 - 2015

#### **Sales Representative**

Zameranie spoločnosti:

Wholesale of other machinery and equipment

- » presentation and sales activity in Slovakia and Czech Republic (Automated storage solutions, pallet and shelf racks, cantilever racks, mezzanine and platforms)
- » business development in Slovakia
- » caring for existing customers, safety rack inspections, making quotations and drawings, cooperation with the technical departement(Romania)



- » periodic reports
- » resolving complains
- » visit trade fairs

2010 - 2012

#### Sales manager

Zameranie spoločnosti:

Tubes, laboratory equipment

- » presentation and sales activity in Italy and Slovakia(Tubes, laboratory equipment, pippetes, screening test to diagnose diseasis, cuvvetes)
- » actively visiting of the hospital departements(biochemistry, microbiology, hematology, pathology, genetics, gynecology...) and private laboratories in whole Slovakia
- » active searching new clients
- » caring for existing customers
- » making quotations, periodic reports
- » resolving complains, visit fairs, interpreting

2007 - 2010

#### Sales manager

Zameranie spoločnosti:

Attention on the needs of our customers, dedicating them our skills, competences and long-time experience, offering tailored solutions and case-specific technical proposals.

- » presentation and sales activity in Czech Republic, Slovak Republic, Poland, Hungary(Cooper, steel and aluminium pipes intended for air conditioning, heating and refrigeration equipment)
- » active searching new clients
- » caring for existing customers, making quotations
- » cooperation with the technical and quality departement, resolving complains, visit fairs, interpreting

#### Vzdelanie / Education

1994 - 1998



Chemical high sch	ool
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2020

Course: Business thinking

2018

Course: Time management

2015

Course: Management Academy