

Sales Manager / Key Account Manager

Uchádzača overíme na vašu žiadosť

Očakávaná mzda: **2 000 €**

Cena: **2 400 € bez DPH**

Preferovaná pracovná pozícia

Obchodný manažér

Key account manager

Country director/manager

Rýchloobrátkový tovar

B2B predaj

Elektro

Strojárstvo

Farmaceutický / zdravotnícky sektor

Preferovaná lokalita

Slovenská republika

Taliansko

Jazyky

Slovensky - Expert (C2)

Taliansky - Stredne pokročilý (B2)

Anglicky - 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 Assessment)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, pipettes, screening test to diagnose disease, cuvettes)
- » actively visiting of the hospital departments(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 department, resolving complains, visit fairs, interpreting

Vzdelanie / Education

1994 - 1998

Chemical high school

2020

Course: **Business thinking**

2018

Course: **Time management**

2015

Course: **Management Academy**