

## Sales Manager / Sales Representative

Uchádzača overíme na vašu žiadosť

Očakávaná mzda: **2 000 €**

Cena: **2 400 € bez DPH**

### Preferovaná pracovná pozícia

Obchodný manažér

Obchodný zástupca

B2C predaj

### Preferovaná lokalita

Okres Nitra

### Jazyky

Slovensky - Expert (C2)

Anglicky - Pokročilý (C1)

Nemecky - Úplný začiatovník (A1)

### Zručnosti

Hospodárska korešpondencia - Pokročilý, Personalistika - Pokročilý, Microsoft Office - Pokročilý

## Pracovné skúsenosti / Work experiences

2019 - present

### Senior sale manager

Zameranie spoločnosti:

*Non - specialized wholesale trade*

- » door opener
- » acquisition of new customer
- » making quotations, payment discipline, mapping situation in market, designing of complete packaging solutions
- » expedition packaging, returnable packaging
- » inner fittings and accessories, packaging services
- » responsible for suppliers, audits of suppliers, mapping of new potential suppliers or competitors in slovak market

2014 - 2019

### Senior manager

Zameranie spoločnosti:

*Wholesale of spare parts for passenger cars and trucks, motorcycles and other vehicles*

- » establish branded products like are automotive bulbs, wiper blades, windows regulators, Engine Management Systems and lot of accessories to 21 European countries
- » active cooperation with local distributors, acquisition of new customer, making quotations, payment discipline, mapping situation in local markets

2009 - 2014

### Sales representative

Zameranie spoločnosti:

*Production and sale of packaging products from plywood and metal*

- » door opener
- » acquisition of new customer
- » making quotations, payment discipline
- » mapping situation in market

- » designing of complete packaging solutions – expedition packaging, returnable packaging, inner fittings and accessories, packaging services
- » responsible for suppliers, audits of suppliers, mapping of new potential suppliers or competitors in slovak market

2008 - 2009

### **Sales manager**

Zameranie spoločnosti:

*Printing industry*

- » responsible for Slovak market - printing industry – self adhesive labels
- » work with customers
- » acquisition of new customer
- » making quotation, orders, responsible for stuff, delivering on time

2002 - 2008

### **Head of development department / Plant leader**

Zameranie spoločnosti:

*Automotive production*

Head of development department (2004 - 2008)

- » leading of all people in development dept. in automotive industry – global sourcing and forward sourcing
- » communication with customers
- » responsible for testing according all drawing's norm and PPAP process

Plant leader (2002 - 2004)

- » communication with end customers
- » planing of production
- » managing of 150 people for three shifts
- » claims, presentation during ISO audits, customer's audits and environment's audits

## **Vzdelanie / Education**

1993 - 1998

**Faculty of mechanization**

1989 - 1993

**Secondary school of electrotechnical**

Electronic - mechanic

Course: **APQP, PPAP, VDA, QS, Bussines for excellent, HCA bussines dialogs**