

Sales Representative B2B

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Company: Evolve Today

Location: Romania

Category: other-general

This text can be a short description about your company. A so called boilerplate, describing your business, services or products that you offer and your target group.

This text should be informative rather than selling.

For our partner - a company active in the industrial equipment market, positioning itself as a supplier of over 90 international brands of renown in the industry, we are looking for an ambitious **Sales Representative (B2B)** for their equipment /products /services.

In this role, you will develop the client portfolio and promote **wide range of equipment and tools in the construction area.**

Responsibilities:

Present, promote, and sell equipment/products(construction area) using solid arguments to existing and prospective customers (B&B)

Develop strong, ongoing relationships with prospects and customers

Perform cost-benefit and needs analysis of existing/potential customers to meet their needs

Achieve agreed upon sales targets and outcomes within the schedule

Reach out to customer leads through cold calling

Expedite the resolution of customer problems and complaints to maximize satisfaction

Coordinate sales efforts with team members and other departments

Analyze the market's potential, track sales, and status reports

Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.

Keep abreast of best practices and promotional trends.

Requirements:

A relevant degree in Business, Marketing, or a related field;

Minimum of **3+ years** of proven work experience as a Technical Sales Representative, Sales Executive, or a similar role;

Knowledge of CRM software and MS Office;

Familiarity with BRM and CRM practices, as well as the ability to build productive business professional relationships;

Highly motivated with a drive to succeed and a passion for sales;

Excellent selling, negotiation, and communication skills;

Ability to create and deliver presentations tailored to the audience's needs;

Fluency in English; additional languages are a plus.

Benefits:

Competitive commission structure;

Healthcare and pension contributions;

Professional development and career progression opportunities;

The dynamic and diverse culture within the team,

Chance to make a significant contribution to the sector;

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