PYRAMIS

Are you ready for an exciting new challenge?
Are you looking for your next role in your career?
If yes, then you are a job match!!
We are looking for a highly motivated **Exports Area Sales Manager**
to join our Export Team, based in Liti-Thessaloniki.

Responsibilities:

- Presents, promotes and sells company's products/services.
- Organizes daily schedule to efficiently pursue new accounts and service existing contracts; identify prospective customers.
- Monitors competition by gathering marketplace information on pricing, products etc.
- Analyzes customer's needs and proposes or recommends solutions. Responds to customers' inquiries/information needs and provide first class service to customers; answers questions regarding product line, prices, delivery times.
- Establishes, develops and maintains positive business and customer relationships.
- Conducts sales proposals, prepares and presents sales contracts.
- Negotiates terms and conditions of contracts with customers.
- Performs cost-benefit analyses of existing and potential customers.
- Keeps management informed by submitting activity and results reports.

Requirements:

- Availability to travel abroad by following a scheduled plan of business trips in countries who is responsible for (sales on the field).
- BA degree in Business Administration or Marketing & Communication or other related fields.
- At least 3 years prior experience in exports sales position in foreign markets.
- Proven sales track record with sales targets achieved and customer relationships.
- Strategic thinking and results driven orientation.
- Excellent interpersonal skills; persuasiveness, adaptability, resilience and tenacity.
- Strong negotiation skills.
- Strong communication skills (verbal and written).
- Proficiency in English & Italian language. Knowledge of other language e.g. Spanish will be considered as an additional asset
- Proficiency in Microsoft Office.

We offer:

- Dynamic work environment
- Private life & health insurance
- Other company benefits
- Employee's free transportation