

## INTERNATIONAL SALES MANAGER

for sales area Southeast Europe - Balkan

### What You'll Do

- Actively prospect new clients, manage price offers, negotiate and manage all wholesale contracts
- Develop strong working relationships with customers and once a year personal visit
- Supervision of the expedition process and proper handling of goods
- Handling complaints, providing feedback and after-sales service

### Which abilities You should have

- Bachelor's degree (Economic, Technical or Agricultural) or 3+ years sales success in the seed industry
- **Bilingual fluency in English and Croatian/Serbian is required**; additional foreign language abilities are a plus
- Knowledge of MS Office products – Excel, Word, Outlook
- Sales skills, ability to work independently, work in a team, ability to solve problems
- Provide individual customer service
- Responsibility, reliability, clean criminal record
- General overview and willingness to further educate
- Active approach, purposefulness

### We offer

- Work in a stable company with a long tradition
- Flexible working hours or homeoffice
- High financial evaluation based on personal performance
- Financial rewards for achieving the annual sales target, bonuses for improving proposals
- International traveling
- Modern corporate environment, corporate mobile, PC
- Benefits (allowance for meals, free drinks throughout the period of work)

If you are interested, don't hesitate to send us your curriculum vitae and motivational letter.

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