



**Mellon Group** is a leading Greek multinational group of companies that offers specialized solutions and services to meet the needs of the financial institutions and other organizations and whose business is oriented towards large groups of clients. The headquarters of **Mellon Group** is in Athens, Greece and currently the Group has over 8,000 employees in 11 countries.

**Mellon Solutions Doel**, as part of the **Mellon Group**, for the office in Skopje seeks to hire:

### **Sales Representative**

[ref.no. 2024-004]

The Sales Representative will be responsible for building relationships with potential clients, identifying sales opportunities, and closing deals. You will work closely with the General Manager to achieve sales targets and contribute to the growth of the company.

#### **Responsibilities:**

- Identify and generate leads through various channels;
- Build and maintain relationships with potential clients;
- Understand client needs and propose suitable solutions;
- Prepare and present sales proposals to clients;
- Negotiate and close sales deals;
- Meet and exceed sales targets;
- Provide excellent customer service and support.

#### **Requirements**

- Bachelor's degree in Business administration, Marketing and/or related discipline;
- An information technology focus is an asset;
- At least 2 years of experience in sales or business development;
- Knowledge of the industry and products/services offered by Mellon Group of Companies will be considered as a plus;
- Proven ability to understand customer needs and translate into "best solution" offering;
- Fluency in the English language (oral and written);
- Excellent communication and interpersonal skills;
- Ability to build and maintain client relationships;
- Strong negotiation skills;
- Goal-oriented and self-motivated;
- Proficient in Microsoft Office Applications;
- Strong analytical, problem solving, and organizational skills;
- Ability to travel within the country.

#### **Benefits**

- Opportunities to evolve into an international working environment;
- Multicultural and excellent working environment;
- Leading-edge technology;
- A people-oriented organization which fosters professional growth;
- Training and development opportunities.

The selection will be carried out in accordance with the deadlines provided in the Labor Law.  
The company reserves the right not to select any candidate.

**The candidates should send their CV to the following e-mail address: [jobs.mk@mellongroup.com](mailto:jobs.mk@mellongroup.com) not later than 8 (eight) days from the day this announcement was published.**

**Mellon Solutions Doel  
Franklin Ruzvelt Street No.19  
1000 Skopje**

**According to the Law on Protection of Personal Data after the expiry of the selection deadline, all received CVs shall be destroyed.**