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| **Job** **announcement**  |
| **Company** | **ITD Distribucija Doo Skopje** |
| **Department** | **Office** |
| **Title** | **OFFICE SALES MANAGER** |
| **Introduction:**An excellent opportunity for you to join a regional leading IT distribution company, part of InfoSoft Group. We are company with 16th years of experience on Macedonian market, dealing with distribution of IT products, paper and graphic materials.In recent years despite the global economic crisis, we have high performance in our operations. Aspiring for high performance while taking into consideration market realities, focusing on punctual distribution process, qualitative relationship with partners, high business ethics, excellent logistics, professionalism and knowledge in sales/management, ITD Distribution has the objective to be a market leader in the IT distribution market in Macedonia. Continued progress and growth of our company is based on the talent and work of our team of 40 professional, ambitious and qualified employees. The continuous staff training with the scope of improving performance, professional development and career advancement through the Company's structure is one of our main concern. Each employee has documented evaluation of performance assessment based on metrics, clear and concrete instructions for fulfilment of the duties, staff motivation for encouraging personal skills and improvement of job efficiency. This is why, in our view, human capital has been and will be our greatest asset. |
| **What You’ll Do** * Maintaining positive business relationships with existing and new clients in order to ensure future sales;
* Plan and manage direct negotiations with the clients;
* Presentations of company products and services to potential clients;
* Ensures the achievement of quarterly and yearly sales target;
* Plan, organize and prioritize personal as well as team workload;
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| **What You’ll Need to be Successful*** Minimum 2 years work experience in sales of Paper and Graphic Materials.
* University degree
* Excellent networking and strong presence in the market.
* Excellent selling, negotiation and customer service skills.
* Excellent organization and time management skills.
* Excellent interpersonal skills, including the ability to quickly build rapport with both customers and suppliers.
* Highly motivated and target driven.
* You should have a positive attitude and excellent communication skills to effectively share your knowledge
* You should have extensive experience in office management and the ability to respond quickly to requests from management.
* Be able to operate effectively in a team environment and under pressure
* Very good organizational, time management skills and deadline-oriented
* Good team player with excellent interpersonal & communication skills, a good sense of humor is always a plus.
* Excellent verbal and written communication skill in English Language.
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| **What you can expect from us*** In addition to a competitive base salary, this position provides incentive compensation that rewards the individual based upon assigned objectives. Statutory benefits also provided in accordance with local laws and practice.
* Great opportunity to join a Balkan wide recognized & market leading company
* Liberal and enriching environment;
* Carrier development and professional challenges;
* Excellent work environment;
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| Qualified candidates should submit the letter of interest and their CV, to the following email address: career@itd.mk, with „Subject” indication: “Sales Manager”**Only qualified candidates will be called on interview.** **The CV-s must be in English. The closing date for applications is 07.04.2023.**The personal information that you will submit through your application, will be protected and used only for recruiting purposes, according to the legislation for the protection of personal information, the Law on Personal Data Protection ("Official Gazette of the Republic of Macedonia" No. 7/05, 103/08, 124/08, 124/10, 135/2011, 43/2014 and 153/15). |