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**The fastest and most comfortable loan provider IuteCredit Macedonia for its operations in Strumica and South-west region is looking for:**

**Partner Relations Manager**

**The high-performing Partner Relations Manager needs to help us meet our customer acquisition and revenue growth targets by keeping our company competitive and innovative. You will be responsible for maximizing our sales team potential, crafting sales plans and justifying those to plans to the upper management.**

**Main responsibilities:**

* Developing and maintaining the portfolio of business partners;
* Sales oriented, eager to implement the sales plan that expands company’s customer base and ensure its strong presence
* Searching, negotiating and concluding collaboration agreements with new partners - legal entities, aiming to sell products / services
* Managing daily activities with partner networks;
* Organization of sales staff training from partner companies with reference to current and new financial products;
* Organization of marketing activities according to company policy;
* Prepare activity reports;
* Merchandise partner stores to ensure visibility;
* Market oriented with excellent market research capabilities to explore competitors offers, propose new ideas, products and campaigns
* Daily activity is mainly organized in field or out of office
* Reports to Chief Commercial Officer

**Experience and knowledge required:**

* University degree
* At least 3 years previous experience in sales and negotiations;
* Experience in developing relationships with business partners;
* Passion for sales and achievement of sales targets;
* Ability to communicate, negotiate and persuade;
* Driver's license;
* Proficient computer literacy – Microsoft office
* Fluent Macedonian and English
* Reporting skills

**The company offers:**

* Attractive salary + bonuses
* Positive, dynamic and encouraging working atmosphere
* Opportunity for professional and educational trainings
* Employment contract on indefinite time, after 6 months’ probation period depending on results

If you feel that you have can-do-approach and you love customer interactions, we encourage you to apply by sending your updated CV using the Apply option or on [jobs@iutecredit.mk](mailto:jobs@iutecredit.mk), no later than 8th January 2019

Your application will be treated with strict confidentiality. Only shortlisted applicants will be contacted.