

# Sales & Marketing Specialist



## Description:

We are a European manufacturer in an important growth and expansion in Poland and in the International market. We are looking for **Sales and Marketing Specialist** with good knowledge of agriculture machines to increase its internal and external sales through targeting its world-leading capabilities into related markets and applications. There is a new opportunity for a technically minded person to lead the sales and product marketing for this initiative.

## Responsibilities:

- Finds ways to sell products in the face of a down market
- Proactively react to new opportunities to meet company targets for growth and profitability within the target markets.
- Researches client base to find new types of customers and sells to them accordingly
- Creates a plan for gaining customers and then retaining them based on warranties.
- Analyses and creates a plan for engaging the target market
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.
- Recommends changes in products, service, and policy by evaluating results and competitive developments.
- Submits orders by referring to price lists and product literature.
- Focuses sales efforts by studying existing and potential volume of dealers.
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.
- Identify prospective customers by using business directories, follow leads from existing clients, and attend trade shows and conferences
- Prepare sales contracts and submit orders for processing
- Generation of quotations and technical proposals to customer opportunities
- Schedules appointments and meetings as necessary and answers questions from clients.
- Sale
- Contact new and existing customers to discuss their needs and to explain how specific products and services can meet these needs
- Research existing customers to identify potential new opportunities and to win repeat business.
- Assist, monitor and update with Website, Social media maintenance and corrections
- Run sales and performance reports as needed

**Language Skills:** Polish and Fluent in English, other language would be advantageous.

**Responsible to:** Director of Sales and Marketing.

**Sales and Marketing Skills and Qualifications:** 3-5 Years' experience in sales and marketing, Superior Written and Verbal Communication Skills, Product Knowledge, Customer Service, Meeting Sales Goals, Creativity, Demonstrated Experience, Courteous, Microsoft Office, Data Analysis Skills, Business, Accounting, Marketing, Target Market Analysis, Presentation Skills, Persistent, Flexible, Negotiation, Self-Confidence, Client Relationships, Motivation for Sales.

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## The Employer Offers:

- Stable employment based on full-time job contract (40 hours per week)
- Supportive and friendly work atmosphere
- Attractive salary and bonus system
- Life insurance.