



Vacancy summary

Regional Sales Manager

GEO266758

Tbilisi

Industry : Commercial / Sales

Mobility : International

Availability : Full Time

Salary : 1 000€ 3 210.88GEL

Vacancy details

World famous Western producing company (household appliances) is looking for Region Sales Manager in Georgia (Tbilisi Based).

Requirements-

- Higher education;
- 3 years of experience with specialized FMCG sales or Marketing activity in International Company;
- Knowledge of MS Office;
- English (Upper Intermediate);
- Georgian Nationality and Citizenship.

Responsibilities-

- Maintaining and developing relationships with existing customers via meetings, telephone calls and emails;
- Visiting potential customers to prospect for new business;
- Acting as a contact between a company and its existing and potential markets;
- Negotiating the terms of an agreement and closing sales;

- Gathering market and customer information;
- Representing the organization at trade exhibitions, events and demonstrations;
- Negotiating variations in price, delivery and specifications with managers;
- Advising on forthcoming product developments and discussing special promotions;
- Liaising with suppliers to check on the progress of existing orders;
- Monitor the changes on the Market;
- Participate in developing of new service structure-offerings by delivering the customer requirements and giving consultancies on customer preferences to Marketing Department;
- Develop good relations between company and corporate clients, conduct loyalty actions in the frames of budgeted ones;
- Maintain reporting & analysis, have view of sales pipeline;
- Participate in all projects aiming increasing of the corporate segment or simplifying/perfecting corporate sales procedures.
- Reporting to the General Sales Manager.

Contacts
