

# SALES MANAGER

**BASED IN ROMANIA, BUCHAREST**

**SALARY: €20K + BENEFITS - PPE RESPIRATORY**

## The Company

Excellent opportunity to manage and develop the national distribution of an innovative range of respiratory equipment. Their goal is to create demand with key national end users in order to further develop the distribution network and grow market share, to cover more segments in the industry.

## The Role

- Establish the approval of new products
- Travel to trade shows and customer locations;
- Prepares monthly report presenting sales volume and potential sales,
- Monitor and evaluate the competitions products and activities of competition;
- Develop and implement strategic sales plans that are accommodating to corporate goals;
- Responsible for sales number for their product line;
- Determine customer needs, price schedules, and discount rates by reviewing market analysis;
- Represent the company at trade association meetings and shows to promote their product range;
- Deliver sales presentations to clients;
- Direct sales forecasting activities and thus set performance goals
- Handles customer complaints and requests.
- Develop and implement a sales and marketing strategy;
- Perform quoting and follow-up with customers;

## Candidate Requirements

- Bachelor's Degree from an accredited college;
- Minimum 5-year experience selling half mask Respiratory products (RPE);
- Customer-related experience in the PPE industry, including a working knowledge of certification level.
- 10+ years of previous PPE Sales experience;
- Proven experience in generating new business;

## Preferred Qualifications

- Advanced Degree;
- Engineering experience in the air respiratory field;

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