



DYNAMIC SELLING GROUP DOO

Position: Sales Representative

Company: Dynamic Selling Group DOO

Location: Beograd, Trstenicka 2, Borca

Website: www.ramplast.ro www.ramplast.rs

Job description and key selection criteria:

- Generating leads and turning them into opportunities for sales.
- Contacting potential customers, 50% estimated field work.
- Working to KPI's and revenue targets as set by the Area Sales Manager.
- Track weekly, monthly, and quarterly performance and sales metrics.
- Arranging meetings with prospects in order to demonstrate products.
- Negotiating prices with potential customers and closing sales.
- Identifying opportunities for new business within the market.
- Paying attention to competitors and their activities within the industry.
- Building long-term relationships with new and existing customers.
- Ensuring all administration relating to sales is completed effectively.
- Working closely with other departments and finding opportunities to cross sell.
- Having a full, clean driving license B category, driving experience

Key competences:

- Proven sales background B2B, 3-5 years of experience in distribution companies (FMCG, tobacco, distribution companies)
- Industry Knowledge: Experience in the PVC&AL windows and doors industry is an advantage.
- Negotiation Skills: Ability to negotiate effectively and drive revenue.
- Drive and Ambition: A strong desire for success and a competitive spirit.
- Customer Focus: A commitment to providing excellent customer service.
- Communication Skills: Strong verbal and written communication abilities.
- Organization and Time Management: Freedom to prioritize tasks and manage time efficiently.
- Technical Proficiency: Basic computer skills and experience with sales-related software and tools.
- Professional knowledge of English, both written and spoken
- Professional knowledge of EXCEL and Microsoft Office

What do we offer to the candidate:

- 90.000 rsd monthly net base salary, holiday allowance and meal allowance
- Sales bonus after probation period of 3 months bounded by sales targets for volume, targets for group or products, bonus for new customers (depends on the company objectives in a specific month)
- Company car 24/7, regular maintenance and replacement of business cars
- 13th salary depending on the company results, personal insurance, annual sales bonuses, annual team bonus, bonus for Christmas / Easter.
- Regular team buildings on the international level, best practice sharing.
- Representation budget for the customers
- Payment of the bonus starts at 70% achievement of the sales target.
- Estimated average monthly income for the first year is around 1.000 Eur
- Career Growth Opportunities: Dynamic Selling Group is young fast-growing company in Serbia, part of the biggest Romanian producer and trader from Romania with many cross functional and cross department opportunities.
- Learning Opportunities: Certificated sales training