



ManpowerGroup is a worldwide innovative forerunner and leader in the field of employment through the provision of services and workforce management solutions for clients and helping people in their career development with the aim of understanding the needs of the clients and candidates in the changing world of work.

On behalf of our client, the world's leading chemical company, ManpowerGroup Serbia is searching for a motivated candidate to take the challenge and to successfully fill the position of:

Area Sales Manager Construction Chemicals

Location: Belgrade area

Job Description:

- Technical and commercial responsibility for products & solutions line for Construction Systems in Serbia (Concrete repair and protection, Waterproofing and Performance Flooring)
- Business relationship with all potential and existing clients, assessing sales opportunities, developing and presenting creative proposals that ensure closing the sale
- Analyzing market opportunities and developing win-win business relationships for potential partners
- Relevant source for monitoring competition in the designated area and permanently monitoring the evolution and the potential of the market
- 'Ambassador' for all construction chemicals products & solutions – in terms of marketing and representation of company in front of customers, partners, and relevant third parties
- Directly reporting to the Sales Manager of the Construction Chemicals Division

Desired Candidate Profile:

- University degree in Civil engineering or Technical University Degree
- At least 3 years of sales experience and good technical understanding
- Relevant knowledge of construction materials and construction industry

- Fluent in English, PC skills, driving license B category
- A team player with good negotiation skills, ability to grasp opportunities and identify complex client requests
- Ability to act independently in an entrepreneurial, self-motivating manner
- Very good networking and socializing skills
- Self-directed, detail oriented, prepared for frequent travel at country level

The selection process is taking place NOW!

If you consider yourself appropriate for this position, we invite you to apply for the position through our website

www.manpower.rs , job order ID 1943

Deadline for applications:

08.02.2017.

ManpowerGroup is an Equal Opportunity Employer and considers applicants for all positions without regard to gender, marital status, national origin, age, creed, religion, race, color, ancestry, sexual orientation, physical or mental disability. All applicants will be informed and shortlisted candidates will be invited for an interview.