



Manpower 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 OMV Serbia, Manpower Serbia is searching for a motivated candidate to take the challenge and to successfully fulfill the position of:

## **EXPERT SALES REPRESENTATIVE**

Location: Belgrade

### **Job scope:**

- ✓ Development of clients network within the assigned sales area (90% field job)
- ✓ Monitoring of the market in the sales territory
- ✓ Overall minimization of the risk-costs

### **Main duties:**

- ✓ Provide territory data needed in formulating the medium term/operational strategy of the business line in the sales territory and of the customers as well as implement the strategy
- ✓ Market analysis of the competitors with direct feedback to the Sales Manager department
- ✓ Market relevant suggestions for product improvement
- ✓ To achieve for the business in the allocated geographical area, the functional planning requirements in view of the acquisitions and total revenue targets in accordance with the existing requirements and rules
- ✓ To respect all the existing contractual and conditions guidelines
- ✓ To manage and operationally support the important customers, providers and others service providers in accordance with the existing requirements and rules, if necessary in vote with the superiors respectively with the concept centre
- ✓ To prepare all the data needed for the sales relevant projects (e.g. potential customers) in order to guarantee the reaching of the agreed targets
- ✓ To notice and to propose possible marketing measures (e.g. customers events) in accordance with the marketing and with the superiors as well as in accordance with the existing budget limits
- ✓ Monitoring the results on a region and on a client level
- ✓ Weekly, monthly sales & costs report to Sales Manager
- ✓ To prepare all reports duties (e.g. weekly plans, daily and meeting's reports)

### **Candidate Profile:**

- ✓ University degree
- ✓ Minimum 5 years of experience at the same or similar position in the sales field
- ✓ Excellent knowledge of MS Office
- ✓ Fluency in English (written and spoken)
- ✓ Proactive orientation
- ✓ Excellent organization skills
- ✓ Ambitious and persistent person
- ✓ Strong cooperation and communication skills

- ✓ Driving licence/active driver

## **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](http://www.manpower.rs), **Job Order ID 1413**

Deadline for applications:  
**4.4.2016.**

Manpower 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.