**Area Sales Manager**

* **ИНФОРМАЦИЯ ЗА ВАКАНТНАТА ПОЗИЦИЯ**
* **Позиция:**

Area Sales Manager

* **Работна сфера:**

Trade,  commerce,  Agriculture

* **Референтен номер:**

ASM/C

* **Задължения и отговорности:**

**Nourishing Ideas. Nourishing People.**  
  
Since 1865 our Client – **Cargill**, has found innovative ways to better people’s lives and has grown to become one of the largest, privately-owned businesses, providing food, agricultural, risk management, financial, and industrial products and services around the globe. Committed to enhancing their presence on the local agriculture market, **Cargill Bulgaria** is inviting you to pave the way for a challenging career at the position of:  
  
**AREA SALES MANAGER**  
  
  
**The role:**  
*A key player of the company, accountable for margin generation in the assigned region, you will be:*  
• Increasing profitability and customer satisfaction by identifying customer needs and providing tailored solutions  
• Negotiating contractual terms and conditions and preparing offers  
• Monitoring the execution of contracts and ensuring payments are made on due date  
• Performing market and competitors surveys  
• Preparing regular activity reports  
• Maintaining the customer database up-to-date

* **Минимален стаж на подобна позиция:**

2 год.

* **Изисквания към кандидатите:**

**The person:**  
*Individual able to build trust and partnerships with strong consultative sales skills, and also:*  
  
• Minimum 2 years of experience in sales, preferably in the agricultural field  
• University degree, preferably in Agriculture or Business/ Economics  
• Customer-focused mindset, complemented by strong communication skills and business acumen  
• Valid driving license and availability to travel  
• Working level of English  
• Good computer literacy

* **Градове:**

Rousse, Veliko Tarnovo, Pleven

* **Работно време:**

Пълен работен ден

* **Тип заетост:**

Постоянна

* **Фирмата предлага:**

**The company offers:**  
• Unique opportunity to work in a multinational environment and benefit from the highest standards of professionalism  
• Excellent training and career growth opportunities  
• Motivating salary package  
  
**Are you ready to enhance your career?**  
  
Please send your CV and cover letter to **Accelerate HR**, part of **AIMS Human Capital**!

* **Възнаграждение:**
* **Документи за кандидатстване:**

CV  
Мотивационно писмо

За повече информация: http://www.karieri.bg/viewadv/rabota/26417\_area\_sales\_manager/