
A multinational leading trading company,
active player within both energy and gas Romanian markets, is looking for young,
experienced and talented individuals interested in joining the sales team of the company.

The major tasks to be performed by Sales Representative on a daily basis consist of:

- ✓ Identify customer prospects and build up relationship with designated customer segments, with focus on industrial
- ✓ Actively searching for customers and scheduling sales visits
- ✓ Able to offer customized solution to existing/potential new clients
- ✓ Negotiate selling contracts
- ✓ Provide commercial and technical support
- ✓ Responsible for his/her personal sales and effectiveness, results driven
- ✓ Proven sales record. Able to analyze customer information and market data

The company requirements for candidates that qualify for this opening position are:

- ✓ Minimum 5 years of experience in sales
- ✓ Relevant knowledge about the Romanian energy market required
- ✓ Structured knowledge on certain industries/segment of consumers would be an asset
- ✓ Excellent presentation and communication skills in both English and Romanian
- ✓ University degree required
- ✓ Availability for extensive travelling (driving license B category mandatory)
- ✓ Proactive approach
- ✓ Resistant to stress
- ✓ Ability to work independently and solve problems

Attractive salary package along with possibility to growth in a dynamic creating working environment are offered.

Interested candidates should submit their CV with a short letter of intention and updated contact details to the following email address office.ro@axpo.com or fax number 021 230 33 35.

Please be advised that only shortlisted candidates will be invited for an interview.