

SUBJECT: Communication - Announcement

SALES SPECIALIST (M/F)

Our **Equipment, Trading & Distribution (ETD) Department** is looking for a **Sales Specialist**, who will have the following responsibilities:

- Responsible for achieving assigned monthly/ quarterly/ annual sales revenues & profitability;
- Run weekly sales reports to track country sales trends and productivity;
- New accounts development;
- Calling potential customers to explain company products and encourage purchases;
- Answering customers' questions (technical or other) and escalating complex issues to the relevant departments as needed;
- Keep a good knowledge about the competition (products, strategy, etc);
- Regularly updates with market intelligence about competitors;
- Regularly updates relating market trends in terms of technology;
- Weekly report to Commercial Team.

BUSINESS LINE
EPC

DEPARTMENT
ETD

JOB TITLE
Sales Specialist

LOCATION
Lisbon, Portugal

STARTING DATE
February 2021

QUALIFICATIONS:

The ideal candidate will have/ be:

- At least High School or Degree in Electrical Engineering;
- At least 3 years of experience on electrical/ climatization equipment distribution with a proven Customer portfolio;
- Fluent in English;
- Good knowledge of MS Office 365 and other tools.



OPPORTUNITY

HUMAN RESOURCES

REFERENCE: 60.2020

Announcement date: 09.12.2020

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Key Skills:

- Positive and with a problem-solving attitude;
- Independent, responsible, sales and target driven;
- Excellent communication skills;
- Excellent multi-tasker with the ability to prioritize;
- Excellent negotiation skills;
- Customer oriented;
- Team Spirit.

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If you are interested in this career opportunity, please send us your CV to voltaliarecruits@votalia.com, with the subject "60.2020 – Sales Specialist".