



Vacancy Notice

COMMERCIAL SALES REPRESENTATIVE AT HEGAHOGAR

At HegaHogar we are looking for qualified professionals that will be responsible for generating new revenues from the sale of our products in the German market.

Main Responsibilities:

- Identify and develop new areas of business
- Open new client accounts
- Manage all aspects of the client relationship and sales cycle
- Identify client needs
- Present offers and make the corresponding follow-up
- Price negotiation
- Prospect, evaluate and close multiple sales opportunities in parallel
- Provide marketing support
- Study and analyse the German market and monitor our competitors
- Tracing of sales and orders
- Conduct and review client satisfaction surveys
- Meet sales quotas each quarter and year
- Submit orders and activity reports

Requirements:

- Availability to travel
- Minimum of 3 years of experience in retail sales, preferably in the area of household items.
- German native speaker
- Fluent in Spanish and English
- Proactive
- Team player
- Good negotiation skills
- Able to work under stress

HegaHogar Offers:

- Work with a market leader with more than 25 years of experience in the plastic sector of household items
- A very competitive incentive program with excellent commissions
- Training in-house

For further information, come to our stand at PSI: **12.1D30**