

# **TITAN USJE, TITAN GROUP**

## **IS HIRING**

### **TECHNICAL SALES SPECIALIST**

Join our team at Cementarnica USJE, a leading player in the cement industry committed to excellence in manufacturing and sustainability. We are dedicated to producing high-quality products while minimizing our environmental footprint. As we expand our operations, we are seeking a skilled Technical Sales Specialist to join our dynamic team.

#### **JOB BRIEF:**

The Technical Sales Specialist will play a pivotal role in deploying the cement product and technical service offering to customers in the industry sector (ready-mix concrete, precast concrete, mortar, contractors).

#### **KEY RESPONSIBILITIES:**

- Assist the sales team in positioning the full cement range, with a particular focus on low-carbon cements, across various customer segments, directly contributing to product mix and premium development
- Offer technical consultations, including mix design, to optimize the use of cement products in client applications
- Increase customer satisfaction and retention by providing solutions that address performance, cost efficiency, and sustainability.
- Drive the adoption of low-carbon cement solutions, contributing to the company's sustainability goals and market differentiation.
- Support sales representatives in closing deals by providing technical expertise during client negotiations.
- Provide ongoing technical training to sales representatives, enabling them to discuss cement products confidently with customers.
- optimization, sustainability in construction, and the performance benefits of different cements.
- Guides and assists customers in their choice of products (standards, environment, type of work, etc.)

## SKILLS AND QUALIFICATIONS:

- Degree in Materials Science, or a related field.
- 3-5 years of experience in a technical sales, concrete production, or construction role.
- Strong understanding of concrete materials, incl. sustainable and low-carbon solutions.
- Familiarity with industry standards, sustainability certifications, and performance specifications for concretes.
- Cement and concrete analysis techniques
- Ability to manage technical relations with customers and prospects
- Proficiency in using technical software for concrete specifications (such as mix design software) and other digital skills (MS Office and other AI tools),
- English proficiency, advanced level of written and verbal English

## PREFERRED ATTRIBUTES:

- Diplomacy, good customer contact skills
- Strong problem-solving skills with a consultative approach.
- Collaborative mindset with the ability to work cross-functionally.
- Analytical skills, ability to stand back
- Strong organizational skills, able to manage multiple clients and projects simultaneously
- Technically curious and up to date on innovations in the construction materials space
- Customer-focused with a drive to deliver high-value solutions
- Passionate about sustainability and advancing green construction methods
- Adaptability; Reactivity; Team spirit

## WHAT WE OFFER:

- Attractive remuneration and benefits package, including:
  - Incentives and bonuses
  - Wellbeing incentives: Private medical insurance, free sports activities, free weekday lunch, free legal, financial & mental health consultations
  - Maximum vacation allowance
  - Parental and family benefits
- Career development and training opportunities
- Positive, encouraging and attractive working environment

TITAN is committed to providing equal employment opportunities and prohibits all forms of discrimination. All applicants will be treated fairly and with the utmost confidentiality.

Apply online at our web site online application [www.usje.mk](http://www.usje.mk) in Career/Join Us with attached CV and Motivation Letter in English.