



### Job Description "Field Sales Manager"

#### We are Dekoll, part of Brunès Group,

Since 1994 offering professional service and high-quality products in the industry of construction, building materials, furniture and interior design.

#### Summary:

We are seeking a dynamic and motivated Field Sales Manager to expand our customer base and drive sales growth on North Macedonia.

The Field Sales Manager will play a critical role in identifying and developing relationships with potential and existing company customers. This individual will be responsible for building relationships with these customers and providing information on the products, while also assisting in the purchase process from the customer. Field sales managers are responsible for visiting different places, such as stores, businesses or other options that help them build relationships with customers and understand their needs. They are responsible for conducting meetings, presenting offers and dealing with sales negotiations. The ideal candidate will have very good communication, negotiation and strong market knowledge skills to achieve success in this role.

#### Key Responsibilities:

- Identification and development of relations with potential and existing clients
- Providing information and advice on the products offered by the company.
- Meetings with clients to discuss their needs and requests
- Preparation and presentation of personalized offers for clients.
- Monitoring the market and competition to identify new sales opportunities
- Achieving sales and performance objectives and reporting
- Participation in various trainings developed by the company

#### Qualifications:

- Bachelor's degree.
- Minimum 3 years of experience in a sales field within a similar industry, such as:
  - Ceramic tiles and sanitary ware showrooms
  - Construction materials brand representation
  - Construction materials distribution networks, etc.
- Strong knowledge of the local market.
- Excellent communication, negotiation and strategic thinking skills.

#### Benefits:

- Competitive salary and commission structure.
- Opportunities for international travel.
- Professional development and training programs.

Send your CV at: [export@dekoll.al](mailto:export@dekoll.al)