



**COMPASS**  
MANAGEMENT INTERNATIONAL

**WE  
ARE  
HIRING!**



## INSIDE SALES REPRESENTATIVE

### Responsibilities:

- Identify and contact prospective clients within the trucking, transportation, and logistics industries
- Promote and explain factoring services to potential customers
- Build and maintain strong relationships with new and existing clients
- Generate and qualify leads through outbound calls, emails, and follow-ups
- Understand client needs and present suitable financial solutions
- Coordinate with internal departments to ensure smooth onboarding and client support
- Maintain accurate records of client communication and sales activity in CRM systems
- Follow up on inquiries and assist clients throughout the sales process
- Meet individual and team sales targets and performance goals
- Stay informed about industry trends, competitors, and market conditions

### Requirements:

- Strong English language skills, both written and verbal (Russian/Ukrainian will be considered an advantage)
- Excellent communication and negotiation skills
- Confident phone presence and professional communication style
- Able to work second shift (4pm - 12am / 3pm to 11pm) from our Kumanovo office

### We Offer:

- Full-time employment in a modern work environment
- Professional and personal growth opportunities
- Private health insurance

**If interested, please send your CV in English. Only shortlisted candidates will be contacted.**

When submitting your CV or any other document you explicitly consent that we may process your personal data contained therein for the purposes of the recruitment process.