

Job Opportunity: Salesperson

Company: CONSTRUCTION ENERGY PARTS (CEP)

Location: Skopje, North Macedonia

Employment Type: Full-time

Compensation: Competitive salary

Application Deadline: February 28, 2026

ABOUT CONSTRUCTION ENERGY PARTS (CEP):

Construction Energy Parts (CEP) is a leading company in the supply of spare parts for the oil and gas extraction industry. With a strong reputation for reliability and innovation, we provide high-quality products and solutions that meet the needs of our clients. Our success is driven by a dedicated team of professionals and engineers who, together with our trusted partners, work to strengthen our position in the market by ensuring the best balance of quality and value.

JOB DESCRIPTION:

We are seeking a motivated individual with excellent communication skills to join our team as a Salesperson for spare parts. This position requires strong knowledge of heavy machinery parts and accessories, as well as the ability to provide outstanding customer service by helping clients find the right products for their needs. The Salesperson will be responsible for selling and promoting various spare parts and accessories, ensuring excellent customer service, and contributing to the company's sales growth.

RESPONSIBILITIES:

- Provide specialized advice on spare parts and accessories, assisting customers in selecting the most suitable products according to their needs and specifications.
- Ensure an outstanding customer experience by assisting clients throughout the purchasing process and offering efficient and professional solutions.
- Organize and maintain inventory, carefully monitoring product availability and reporting shortages to ensure continuous supply.
- Achieve and exceed monthly sales targets, directly contributing to company performance.
- Prepare professional offers for clients, negotiate commercial terms, and follow through until sales closure.
- Maintain regular contact with existing clients and identify opportunities for new long-term collaborations.
- Compile periodic reports on sales results, market trends, and customer behavior to support strategic decision-making.
- Stay informed on the latest trends in the industrial and construction sectors, providing accurate and up-to-date advice.
- Work closely with other staff members to ensure efficient daily operations and meet shared objectives.
- Participate in technical training sessions and industry events to enhance knowledge and represent the company professionally.

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QUALIFICATIONS AND SKILLS:

- University degree and strong knowledge of the automotive and spare parts industry.
- Previous sales experience, especially in the automotive or spare parts sector, is a significant advantage.
- Strong ability to communicate clearly and effectively with clients and colleagues.
- Ability to understand specifications and applications of spare parts for different machinery and vehicles.
- Capable of handling multiple tasks and working in a dynamic, deadline-driven environment.
- Team player with a collaborative spirit and willingness to contribute to team success.
- Strong knowledge of Albanian and English, required for communication with clients and partners.

BENEFITS:

- Professional development and career advancement opportunities within the company.
- Ongoing training to develop technical and customer service skills.
- Competitive salary and performance-based bonus opportunities.
- Supportive and friendly work environment where dedication and initiative are valued.

APPLICATION PROCESS:

If you believe you have the necessary experience and are interested in this opportunity, please send your CV to: info@cep.com.al

All applications will be reviewed strictly confidentially.

We strongly encourage all qualified candidates to apply.