



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
- 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.