



TITAN USJE AD SKOPJE, TITAN GROUP

IS HIRING

SALES REPRESENTATIVE

Join our team at TITAN 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 Sales Representative to join our dynamic team.

JOB BRIEF:

The Sales Representative manages a customer portfolio for profitability, segment coverage, and growth potential, according to TITAN's procedures and commercial policy. The position reports to the Sales Manager.

KEY RESPONSIBILITIES:

- Identifies customer needs and proactively promotes TITAN brand
- Monitors sales per region and customers for whom he/she is responsible within corporate guidelines, to meet sales and customer satisfaction in assigned territory
- Visits directly his/her clients and follows up on the development of their accounts
- Maintains strong professional customer relationships and is proactive in understanding customer needs
- Is continuously updated on market competition, including different pricing policies and commercial strategies
- Develops new customers and leverages relationships to grow customer base
- Ensures the timely and full collection of customer debts within the framework of corporate credit policy, to protect the company's interests and minimize financial risk
- Prepares Sales and Activities Reports rigorously and regularly, within tight deadlines
- Operates within TITAN's safety & environmental policies and best practices

SKILLS AND QUALIFICATIONS:

- Bachelor's Degree (240 ECTS)
- Minimum 3 years of commercial experience required
- Sales experience in the construction industry would be considered an asset
- Excellent command of the English language both oral and written
- Excellent command of Albanian language both oral and written will be considered a plus
- Proficiency in digital skills (MS Office and other AI tools)
- Driving License

PREFERRED ATTRIBUTES:

- Innovative thinking and eagerness to implement change
- Excellent negotiating skills
- Excellent communication and leadership skills
- Willingness for learning and self-improvement
- Ability to work effectively in a fast-paced environment and lead a team.
- Has a strong business sense and can decipher priorities and make sound judgment calls when needed,

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 in Career/Join Us with attached CV and Motivation Letter in English.