



Throughout its 118 years of industrial experience and history, Titan Group has aimed to combine operational excellence with respect for people, society and the environment.

Cementarnica USJE AD Skopje, part of Titan Group, is looking for a

## **Sales Representative**

Cementarnica USJE AD Skopje, part of TITAN Group has an excellent opportunity for a Sales Representative. The Sales Representative manages a customer portfolio for profitability, segment coverage, and growth potential, according to the Titan's procedures and commercial policy. The position reports to the Sales Manager.

### **Main 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

### **Candidate Profile**

- Bachelor's Degree (240 ECTS)
- 4-6 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
- Albanian language both oral and written will be considered a plus
- Proficient in MS Office applications
- Excellent written and oral communication skills
- Innovative thinking and eagerness to implement change
- Negotiating skills
- Driving License

All applications will be considered as strictly confidential.  
Deadline for receiving applications is 10 days as of the date of its publishing.

By investing in its human resources, the Company offers potential for personal development, international career, competitive salary, a modern working environment and prospects for professional advancement.

### 10 reasons to work with us

#### At TITAN, WE ARE

1. Making a Difference
2. Having Long-lasting Relations with our Employees
3. A bit like a FAMILY
4. Defined by our VALUES
5. Always Learning
6. Appreciate Good Work
7. Evolving our Culture
8. All Around the World
9. Working Together
10. Passionate and Committed about Safety