



VACANCY: SALES REPRESENTATIVE FOR CONSTRUCTION DOMAIN

Function: **Sales Representative for construction domain**

Department: **Sales**

Location: **Braşov, Romania**

Employment type: **Permanent**

Hours: **40 hours a week**

Educational level: **Bachelor/Master**

Company description:

SC TERWA CONSTRUCTION CEE S.R.L. sales and distribution company, sells metal products for the construction and prefabricated industry. Terwa products are certified and approved according to European and global norms and standards. Every year, our worldwide manufacturing facilities supply large volumes of products to our customers around the world. Collaboration with our partners is based on trust and a long-term relationship.

The Ideal Candidate:

- Higher studies completed (graduate diploma certifying completion of studies);
- Technical knowledge in the field of industrial and civil constructions;
- Has an advanced level of expression, presentation and negotiation in writing and verbally in Romanian and English;
- Knowledge of operating Microsoft Windows Suite, Microsoft Office Suite, Google Suite: Google Chrome, Google Docs, Sheets, etc., other computer programs;
- Personality, proactivity and initiative are essential for this position;
- Driving license category B;
- Availability to travel to clients both in Romania and in Central and Eastern Europe.

Main responsibilities:

- Presentation, promotion and sale of the products offered by Terwa Construction Systems, in accordance with the company's policy;
- Explaining complex technical information to clients in an easy and understandable way;
- Offers preparation and reports related to the offered products;
- Managing and developing the portfolio of clients and suppliers, so as to contribute to the development of the company;
- Contracts preparation, monitoring and concluding them, as well as compliance with the clauses specified in them;
- Permanently available to clients during working hours, providing complete and correct information;
- Monitoring the amounts owed by customers and preparing sales documents;
- Involvement in the development and implementation of the company's sales strategy;
- Assisting the sales director in meetings, client meetings and negotiations;
- You will work, if necessary, in a team with other colleagues to achieve the objectives of the sales plan;
- Honest and civilized attitude towards all the people you will come into contact with;
- Collecting, analyzing and synthesizing the necessary information for the preparation of the requested reports and situations.

Benefits:

- Sales commission;
- Meal vouchers worth 30 RON/day;
- Transport provided by the company;
- Subscription to private medical services;
- Life and/or accident insurance;
- Thirteenth salary;
- Extra vacation days;
- Company events/parties;
- Sport activities
- Trainings.

Interested?

For questions or more information regarding this vacancy, please contact Carmen Radu +40-722 185 611 or send an e-mail to c.radu@terwa.com.