

Are you interested in being responsible for sales and distribution to business customers in Bulgaria? Do you possess trade experience? Globulinks is one of the leading distributors of raw materials for the industries we serve. Operating in Central and South-Eastern Europe, we are renowned for the quality of our materials and ingredients, our flexible customer service and the strength of our commercial relationships. Globulinks Plastics is looking for a highly motivated individual willing to learn about the plastics we offer and their application and ready to contribute to our fast growing and dynamic business.

### **Job Requirements:**

- Study and develop a good understanding of the plastics offered by Globulinks, keep track of new product developments.
- Identify new sales prospects and follow up on the leads.
- Identify & track customer needs and objectives and match them to the products and services offered by Globulinks.
- Develop long-term successful relationships with business customers in a B2B environment.
- Perform quality checks and follow-up actions to ensure customer satisfaction.
- Prepare sales proposals and negotiate contractual terms with customers in compliance with corporate policies.
- Prepare, collect and provide all certificates and documents required by the customers in relation to the goods supplied.
- Provide basic technical support to customers on the application of the products.
- Co-ordinate and collaborate with the Plastics team on the timely placement of orders with suppliers and the organization of deliveries according to set schedules.
- Liaise internally with other teams (Transport, Warehousing, Accounting) in order to ensure the timely and smooth fulfillment of customer orders.
- Collect market information and competition surveys, identify market trends and new developments.
- Following up on the collection of payments due.
- Present regular progress reports and updates to the management team.
- Regular travel to customers all over Bulgaria.
- Work with CRM system.

### **Your Profile:**

- Fluent command in English and Bulgarian
- Bachelor's degree
- Relevant experience in B2B Sales and/or Business Development
- Good understanding of international trade in goods
- Good understanding of international freight forwarding
- Excellent communication skills and ability to present themselves in a professional manner
- Ability to form professional yet personable relationships with business contacts
- Desire to achieve high level customer services standards
- Strong independent decision-making and organizational skills

- Great problem solving abilities and proactive work ethic
- Conflict/complaint resolution skills
- Curiosity and eagerness to learn about the application of the products offered and about the customers' technical requirements.
- Ability to work independently or in a team
- Willingness to work in an international environment and be challenged by this fast pace and very dynamic business
- Hold a valid driving license

### **We offer**

- Employment contract.
- Social security.
- Competitive salary and benefits.
- Results based bonus.
- We provide a dynamic and stimulating work environment, which will stretch your abilities and develop your talents.
- Career advancement opportunities.
- Induction training.
- Regular training to increase professional skills.

For contacts: Mobile: +359884124913