

Aectra Plastics EOOD is a leading supplier of plastics resins on the Bulgarian market and official distributor for the materials of Sabic, Radici, KEP, SAX, DIC, Borealis, Victrex and others in the country. Aectra Plastics is part of the pan-European Hromatka Group, currently active on 16 European markets.

To further strengthen our sales team in Bulgaria, we are searching for a:

JUNIOR SALES REPRESENTATIVE
Plastics

Role: Sales Representative with focus on internal and external sales and support of the Sales Team and the Management.

Responsibilities:

- Generate leads and follow through the sales pipeline.
- Manage and develop customer accounts.
- Create and maintain own customer base and sales pipeline.
- Take key part in the overall sales process.
- Take part in new project developments.
- Participate in material selection process and material trials.
- Process and send technical documentation.

Requirements:

- University degree, preferably with technical or economical background.
- Previous experience in sales, plastics or other relevant.
- Fluent English – verbal and written.
- MS Office skills.
- Team player with excellent communication skills.
- Well-organized person with pro-active approach and can-do attitude.
- Independent workflow and focus to reach the set targets.
- Willingness to learn.
- Good sales and negotiation skills.
- Driver's license and willingness to travel.

We offer:

- Competitive starting salary.
- Trainings and development opportunities.
- Small team with flat structure.
- Company car (after the trial period).

Please submit your CV and motivational letter to: jobs@aectra-plastics.bg by 30.06.22 latest.

Only shortlisted candidates will be contacted.