



## Sales Managers For Swiss

### Mission in Hedvea corporation

- Fully responsible for establishing the target market
- Acquiring first customers and supporting them (Prague's office will help with the marketing support)
- Build the roots for a long-term and sustainable value for customers, collection partners and our company

### What knowledge and experience

- Entrepreneur Mindset
- **Native German or French** and fluent **English** (or **Czech/ Slovak**) is a must, more languages knowledge is a big advantage.
- Sales, marketing, and customer-care experiences

### What personality are we looking for?

Team player who:

- Conducting business activities to ensure new customer acquisition
- Lead sales efforts within assigned territory, ranging from initial qualification calls through the sales process (including price negotiation) to closing business;
- Develop a strategy within each assigned territory to penetrate key prospects while leveraging multiple team resources
- Perform the necessary sales activities to obtain meetings with clients
- To conduct a thorough business needs analysis and explain features and benefits
- Manage CRM system to the highest level in order to ensure the proper follow-up activity is conducted and reported
- Engage well with clients over email, calls, and face to face meetings
- Prepare client briefs and proposals to the highest level and
- Work autonomously and demonstrate initiative in your role to grow the business

### What we offer

- Motivational evaluation - commission rate (based on turnover)
- Complete training
- Complete support from Prague's back office
- Long term cooperation in a very interesting and growing segment
- Company events
- Company benefits – all products for purchase prices
- Background of a growing company