

**Biomashinostroene AD** is specialized in design and production of technological equipment for the food-processing, pharmaceutical and chemical industries. Biomashin exports more than 90% of its products worldwide, however focused on Europe, Middle East and South America. For our sales team we are looking for a motivated, dynamic and proactive person to join us.

## Sales Specialist

### **Responsibilities:**

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- Managing key accounts, maintaining a long term B2B relationship with accounts and maximizing sales opportunities with them;
- Development and achievement of sales through the direct sales channel;
- Focusing on growing and developing existing clients;
- You will act as the key interface between the customer and all relevant internal divisions;
- Takes part in different specialized fairs and exhibitions abroad;

### **Requirements:**

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- Strong account management and relationship building skills (B2B);
- University degree in Engineering/Economics;
- Fluent in English (Knowledge of German, Russian or French-is also required);
- Computer skills in Microsoft Office, Outlook, ERP Systems
- Driving license;
- Highly self-motivated, excellent communication, presentation and negotiation skills;
- Creative and analytical thinking;
- Flexible, initiative and responsible person;

### **The company offers:**

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- Opportunity for personal and professional growth in a successful Bulgarian company, developing international projects;
- Excellent working atmosphere
- Attractive remuneration package, based on fixed and variable payments.

If the above mentioned sounds interesting to you, please send us your current CV and cover letter. All applications will be treated in strict compliance with the requirements of the General Data Protection Regulation. Only shortlisted candidates will be contacted.