



Calvatis Sp.z o.o. distributes under the internationally-known brand name CALGONIT detergents and disinfectants designed for industrial applications. With production facilities and sales offices as well as a highly developed network of trading partners Calvatis group guarantees a professional partnership for their customers around the world.



## **Sales Representative (m/w), full-time Central- and West Poland Calvatis Sp.z o.o. – Bielawa (Poland)**

### **Your responsibilities:**

- Build contacts with customers, identifies and influences decision makers
- Coordinate sales and service activities
- Find new ways of developing business
- Continuously contributes to improvement of processes in territory
- Implements an annual Sales and Service Plan
- Promote the product portfolio with a focus on contribution margins
- Develop strategy to ensure net sales growth by delivering Calvatis service excellence programs
- Report results of customer contacts and planned activities to supervisor

### **Your profile:**

- Practice "hands on" sales supported by customer training & excellent training
- Adequate level of education (Food technology or chemical university graduates ) is a must
- Industry an product knowledge
- Previous sales experience in B2B sales highly desired
- Knowledge of SAP (basics)
- Good English or/and German skills (speaking and writing)
- Intermediate PC skills
- Full driving license B

### **Personal requirements:**

- Friendly and courteous appearance
- Independent time/appointment management
- Quick learner, structured work
- Reliability, resilience and flexibility
- Teamwork and communication skills

### **We offer you:**

- Adequate and performance-based pay
- A long-ranging employment
- Career advancement with further education opportunities
- Pleasant working environment with flat hierarchies and short decision

Do you see your professional future in a successful and dynamic organization and would you like to make a difference in a small team? Then send us your application, including a cover letter, CV and certificates and your earliest start date and salary expectations to [jobs@calvatis.com](mailto:jobs@calvatis.com)

wyrażam zgodę na przetwarzanie moich danych osobowych dla potrzeb niezbędnych do realizacji procesu rekrutacji (zgodnie z Ustawą z dnia 29.08.1997 roku o Ochronie Danych Osobowych; tekst jednolity: Dz. U. z 2002r. Nr 101, poz. 926 ze zm.).