



Sales Manager Machinery Pharma

📍 Київ,

Компанія: POLO Handels Ag

Рубрики: [Медицина, фармацевтика](#), [Торгівля, продажі, закупівлі](#), [Виробництво](#)

Побажання до співробітника

Освіта: повна вища
Досвід роботи: обов'язковий
Графік роботи: повний робочий день

Опис вакансії

SALES MANAGER – Pharma&Food Machinery Division

POLO Handels AG is a leading sales and marketing partner for first-class paper and cardboard manufacturers and internationally renowned producers of **packaging machines** for the **food and pharma industry** in Eastern EU markets. Company headquarter is in Vienna and sales is organized from 13 offices spread in EE countries.

We earned our leading position in numerous markets through a combination of more than 30 years of experience in the field of raw materials and packaging machine, a constant service commitment towards our customers, and a longstanding international network of subsidiaries in Central and Eastern Europe.

With a goal to extend our activities with a new portfolio in Ukraine - POLO Handels AG Machinery Division offers the unique opportunity for an ambitious and self-motivated individual to work alongside and become an important player in our business.

If you think you are ready for this challenge, you are invited to send us your offer for your position in our Sales Department, as:

Sales Manager - Pharma&Food Machinery Division

Sales Managers and all members of our team, work intensely to grow existing customers, acquire new customers and meet or exceed monthly sales quotas while increasing customer satisfaction.

Territory:

Ukraine (office based in Kiev), Georgia, Azerbaijan and Armenia

Your main tasks will be:

Developing and maintaining successful relationships with the customers;

Expanding the company's market network;

Improving target achievement;

Finding and attracting new customers;

Successful candidates should demonstrate:

Degree in Pharmaceutic/Mechanical Engineering or Automation with experiences in pharmaceutical production/ Economic with experiences in processing/filling/packaging technology pharma

Results oriented attitude with ability to work under pressure;

Excellent presentation and communication abilities;

Strategic thinking and entrepreneurial spirit;

Strong business understanding plus high motivation and strong commitment;

Strong ability to develop sales opportunities and close deals;

Strong organizational and analytical skills;

Loyalty;

Fluent command of English is a strong must;

Excellent knowledge of MS-Office is a strong must;

Active driver, with clean record;

Ability and readiness to travel 4/7;

Advantages:

Proven experience in B2B relationships will be considered as an advantage

Experience in Sales of Investment goods to the PHARMA/FOOD Industry

The company offers:

Long-term engagement;

Dynamic and challenging job;

Recognized performance;

Attractive remunerations package;

All necessities to perform the job;

The professionals interested in this position should send a cover letter and a comprehensive CV in English to the attention t.shvets@polo-ag.com

Контактна інформація

Телефон: +38 (050) 462-74-45

Контактна особа: Тетяна Швець