



Technical Sales Representative – Stokvis Promi Czech s.r.o.

Stokvis Tapes:

A leading independent adhesive tapes specialist with 20 production facilities spread across the globe. The Stokvis Group is at the forefront of developments and innovative solutions in the tape industry.

Summary of role:

The main focus areas will be technical sales activities within the Czech and Slovak industrial market. The position offers a high level of autonomy and accountability. Therefore the successful candidate must be a highly self-motivated person who is results driven.

Key tasks and responsibilities:

- Maintaining and developing relationships with existing customers via meetings, telephone calls and emails, with the target to secure existing business
- Develop a portfolio of customers to prospect for new business
- Building profitable new business with such prospective clients
- Reviewing own sales performance , adjust and plan to meet or exceed targets
- Reporting back to Sales and Marketing Manager on a weekly and monthly basis (advising on visits made, planned visits to new and existing customers as well as any special projects, problems or issues that need urgent action)
- Communicating on a daily basis with internal office and to your customer to provide relevant information on products, prices, stock, deliveries
- Search and provide back external marketing and benchmarking outputs from the market
- Support the whole sales team to achieve targeted team goals

Candidate background:

Intermediate English (written and spoken), willingness to travel, willingness to learn, reliability, excellent in communication, technical oriented, positive attitude and motivation fulfill goals.

Contact:

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Website:

www.stokvistapes.cz