



YOUR SALES SKILLS ARE WANTED!

sales representative m/f

For our Brazilian branch in Sao Paulo, we are looking for an ambitious person who can start immediately.

This is the job

- Generate leads and following them till closing
- Understanding customer's needs, finding solutions and offering best solution
- Coordinating with sales team to estimate future stocks and devise sales strategy
- Calling prospective customers and travel to meet them personally
- Organizing and helping sales team at trade shows, road shows and other marketing events
- Drafting proposals, order confirmations and sending invoices to customers using ERP/ CRM system
- Close coordination with logistics to ensure smooth delivery of goods to customers
- Regular follow up with customers for delayed payments

These are your strenghts

- You are highly flexible, performance oriented and persistent
- You have a strong business acumen and the will to succeed

You should have

- Experience in selling technical products in a B2B environment
- Great prospecting and closing skills
- Good listener and confident speaker in English and Portuguese
- Flexible to travel across the country
- Ability to assume responsibility and take initiative
- Experience of MS Dynamics would be an added advantage

Global activities

With more than 450 employees at 23 countries, we are one of the world's leading wholesalers for solar systems and PV storage systems. We have been providing economically and ecologically attractive solutions in the private and commercial sector with our systems for over 24 years.

What gives us the edge

We are a dynamic, international family-owned company in a forward-looking industry. Our flat hierarchy gives you plenty of scope to act independently and continue to develop. We believe in open and direct communication. This includes short communication channels, combined with ample freedom and friendly work environment in our company.

Did we spark your interest? then we can't wait to meet you!

Please send in your application in the form of cover letter not more than 2 pages long, stating how you are going to contribute to Krannich and what you expect from us. Please Applications without cover letter will not be entertained.

Do you have any further questions? Our Team will be glad to answer them for you.

E-Mail:

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