

Parts Sales Representative

Sigma CVM is a newly established Romanian Agricultural Machines and Equipment company and belongs to the Saracakis Group of Companies, based in Greece.

Sigma Romania is looking for an Executive Assistant to report to the Country Manager. The position will be in our headquarters in Bucharest.

Responsibilities:

- Promotes, presents and sells spare parts for agri machines and equipment sold by the Company, in accordance with the standards and commercial policies of the Company
- Establishes meetings with clients and maintains permanent contact with clients in the area for which he is responsible
- Provides business advice to customers on the purchase of spare parts sold by the Company
- Collaborates closely with the company's departments to complete the sales
- Proposes and participates in actions to promote the Company's offers (demonstrations, exhibitions, fairs).

Requirements:

- Relevant Technical University degree is preferred
- Proven spare parts sales and knowledge
- Customer focused, strong negotiation and communication skills
- Advanced skill in anticipating client needs
- IT proficiency (ERP, MS Office package, etc)
- Good English knowledge

We offer:

- Professional and Personal development environment
- Motivating and competitive employment package
- Sales Commissions
- Meal tickets
- Medical insurance
- 21 vacation days
- Company car

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Established 99 years ago, Saracakis is the sole official Importer and distributor of major international manufacturers of automobiles, motorcycles, trucks, buses, construction equipment, forklift trucks, marine and industrial engines, general purpose engines, generators, tires, spare parts and accessories in Greece. It has been representing for several decades major multinational brands such as AB Volvo (since 1950), Honda Motor Co. Ltd (since 1959), Mitsubishi Motors Corporation (since 1963), Komatsu Ltd. (since 1965).