

Company Profile

We are one of the most innovative companies in the field of specialty raw materials, distributing exclusively leading global manufacturers of ingredients, designed, patented, produced and addressed to the Industry of Food, Cosmetics, Pharmaceuticals, Food Supplements, Detergents & Winery. We are actively looking to enrich our sales team (based in Sofia) with an enthusiastic, persistent and creative **sales representative for the Food Industry**, willing to contribute to the company's vision and success.

Job's Requirements:

- Promoting and selling specialty ingredients intended for the **Food Industry**
- Provide our customers with general & specific information, as well as technical support regarding our product portfolio, relevant applications, documents and presentations
- Developing the sales of our demanding Portfolio through existing Customers, maximizing Sales opportunities
- Identifying potential Customers and enhancing our Clientele, while developing and maintaining positive and close working relationships with them
- Supporting our channel partners in their sales and marketing activities

Main qualifications:

- Bachelor Degree in food science, agriculture, chemistry, chemical engineering or related field
- Prior experience in sales is not required but will be appreciated
- Excellent Written and Oral communication skills, as well as the ability to effectively negotiate and influence others.
- Ability to develop in-depth relationships at all levels with customers
- Driver's license
- Exceptional Organization skills
- Ability to prioritize tasks assigned and complete them with success
- Flexible approach to the customer's requirements
- Ability to travel/visit multiple customers throughout the assigned territory (within the country)
- Fluency in English (both written and oral)
- Knowledge of any other Language (e.g. French) will be appreciated
- Knowledge of MS Office – especially PowerPoint, Excel and Word

We Offer

- Continuous on-the-job training
- Competitive reward package (salary + bonus) and tools required to effectively perform in this role (company car/cell phone/laptop for business purposes)
- Professional growth
- State of the art premises, providing a great working environment with relaxing break areas

- The ability to work for a multicultural environment that embraces diversity