



Konica Minolta is a leading provider of image information products. We strive to offer products, services and solutions that are essential to all areas of digital imaging. A particular emphasis is placed on document management and business solutions in both office and production environments, especially in the field of colour output as well as related supplies. To support further growth of our activities in the region, for our office in Belgrade, we are looking for a highly dynamic and committed candidate for the position of a

Export Markets Developer

Requirements:

- > university degree, preferably in economy or technical related field
- > strong B2B sales experience, in indirect sales channel, and from a related industry
- > experience in building and development of the indirect / distributor channel
- > knowledge of the markets of Albania and Macedonia is highly advantageous
- > strong knowledge of English and PC literacy are prerequisites
- > excellent communication, negotiation and presentation skills
- > proactive and goal-oriented decision-maker

Responsibilities:

- > further development of distribution channel for Konica Minolta brands in Albania, Macedonia and Montenegro
- > searching for new distributors, evaluation of their business potentials and negotiations on cooperation terms
- > continuous improvement of sales results through securing quality relationship with the contracted partners
- > participation in creation of budget, sales and marketing plans and targets and sole responsibility for their achievement
- > regular analysis of sales results and KPIs in relation to the set plans and targets
- > follow-up on market and competitors' activities and identification of new business opportunities
- > regular reporting to the management on sales results and activities

We are offering a highly responsible and challenging position within a developing international environment, a possibility to fully express your potentials along with stimulating working conditions and remuneration package in line with your results.

If you are confident you can contribute to our future success, please send your CV and motivation letter in English, exclusively to our HR consultant's address, with full confidentiality.

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