

# HILL

Our Client is a well positioned company with developed business in Europe and strong intentions for further business development in CEE. Their operations are primarily related to the value added sales of servers, storage and security solutions to system integrators, service providers and resellers. In order to secure a stable base for further expansion in the Serbian market, they are currently in a need of a self-confident and result-driven business developer for the position of

## ICT Country Manager - servers / storage / security solutions -

### Responsibilities:

- > managing the value added sales of servers, storage and security solutions in Serbia
- > fulfilling the sales revenue plan and exceeding the set targets
- > preparation of well elaborated and accurate sales plans and forecasts
- > continuous market and competitors' analysis and identification of new business opportunities
- > development of sales channels
- > finding new partners and expanding the volume of sales with the existing ones
- > maximizing the business through efficient usage of the group's know-how, experience and resources

### Requirements:

- > strong experience and proven track record in ICT sales and business development
- > understanding of the ICT product range, moreover of servers, storage and security solutions
- > deep knowledge and thorough understanding of the local market situation and specifics
- > excellent network and strong relationships with key players in the industry
- > fluency in English, strong PC skills and preparedness for travelling are required
- > excellent relationship management skills, versed correspondence partner and strong negotiator
- > self-motivated achiever with strong conceptual, analytical, organization, and motivation capacities

Our Client is offering you a leading position within a developing multinational environment along with excellent working conditions. If you are confident you can cope with the challenge of this position, please send us your CV and application letter in English, with full confidentiality.

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