



Sales Representative plastic and metal components

About the Company

TGV Group is engaged in design and development of high-precision plastic injection molds, metal stamping tools, and manufacturing of plastic and metal components. For its new factory in Plovdiv Bulgaria, the company is currently seeking an experienced Sales Representative to lead the company's sales efforts and help it establish new customer base in the region.

Position Summary

The Sales Representative's main goal is to achieve maximum sales profitability, growth and account penetration within the assigned territory. To do that, the Sales Representative shall identify, contact and effectively sell the company's services to new and existing customers.

Essential Responsibilities

- Identify, contact and develop relationships with potential customers in Europe
- Present and sell TGV's services to new and existing customers
- Look after TGV's existing customers in Bulgaria
- Handle independently enquiries from customers including RFQ, Quotations, Orders, Invoices and other commercial/logistic issues
- Work in collaboration with TGV's site in China, in order to find solutions that satisfy both the customer and the company
- Find new marketing opportunities in Europe, including identification of exhibitions to participate in
- Assist in organizing the participation of the company in exhibitions and attend such exhibitions to promote the company
- Report to the company's General Manager

Requirements

- Minimum 7 years of proven sales experience, from which at least 5 years are in areas similar to that of TGV
- Familiarity with plastic injection moulds and plastic parts production. Advantage to people familiar with progressive stamping tools and metal parts production
- Advantage also will be given to knowledge of post- and pre-production processes (plating, treatments, decoration, etc.)
- Experience with selling to small, medium and large companies in the industrial market
- Ability to travel often within Europe and to China when necessary
- Fluency in the Bulgarian and English languages is a must. Advantage to people who speak additional language/s
- Advantage to people who worked in a foreign country or for an international company
- Place of work: Sofia / Plovdiv

This position is available immediately and all candidates are welcome to apply by sending their CV in English to the attention of Mrs. Mariya Yaneva mariya.yaneva@tgv-international.com.

The personal data provided will be processed in full confidentiality and will be used for the sole purpose of the recruitment process. Only shortlisted applicants will be contacted and invited to an online interview. Company's production and administration facility is located in Trakia Economic Zone in Plovdiv.