

Sales Support

Join Albéa Group; Sales team in Poland for an exiting opportunity full of learning and challenges! You will be working with a great team that will support your development for you to become a Sales professional. Your main responsibility will be managing small customer accounts as well as prospecting.

About Albea & the Product line that is recruiting

Albéa is a global leader in beauty, personal care, oral care, pharmaceutical and food packaging. Our site, Albéa Lodz Plastics is specialized in Plastic Tubes manufacturing for the Cosmetic Mass Market for global and local Brands.

Scope

- Responsible for small DOM POL customers (approx. 1 MEUR) and prospecting
- Based on LODZ PLASTIC plant (Tubes product line)
- Reporting to Sales Manager Poland

Main activities

- Develop and manage current customers
- Give support to the sales team by preparing samples, presentation and attending sales meeting
- Take part of logistics and quality agreement with new customers
- Maintain a good customer relation
- Manage monthly forecast with support of the sale manager
- Prepare quote using internal tools
- Create and Manage active list of Prospects
- Generate and Qualify new leads (new brands) and Seek out new sales opportunities through a list of customers
- Ensure a close follow up with the customer service team on new project launch
- Build close relationship with the different internal function: marketing, customer service, quality, logistics

Accountability including KPIs

- Guarantee and good sales service, continuously improve customer satisfaction
- Guarantees to maintain and grow the business
- Prepare and respond to new quotes
- Follow up project activities with customer service team
- Maintain a good customer relationship

Profile (Experience & qualifications)

- Bachelor's degree or above
- Proficient in Excel, Word and Power point
- Fluent in Polish & English

- Basic understanding of Sales principles and customer service practices
- Good communication and interpersonal skills
- Keen on keeping contact
- Assertive & customer oriented with negotiation skills
- Well organized

FUNCTION

Sales - Marketing

LOCATION

Lodz Plastics

APPLICATION EMAIL ADDRESS

jobs.poland@albea-group.com

TYPE OF CONTRACT

Intern/Apprentice

DESCRIPTION

Responsible for managing small customer accounts as well as prospecting