



Junior Sales Manager Bulgaria – Berlin based (m/f/d)

What we are offering you

- An uncapped remuneration package of more than €40,000 for top performers in the first 12 months
- Monthly free BVG ticket (tariff ABC) and a monthly shopping voucher in value of €44
- Attractive employee discounts on shoes, textiles and all the other nuggets in our warehouse
- A medium-sized company combining diverse backgrounds and experience levels with a start-up atmosphere

You are going to take care of business

- Establishment of a broad customer base in Bulgaria
- Building long-term relationships with B2B clients
- Holistic support and strengthening of relationships with our existing customers: contact, sales offers, managing the entire sales pipeline, coordination of back-end and storage processes
- Achieve monthly targets by negotiating successfully

You have the following set of expertise

- Sales-talent combined with ability and eagerness to thrive in a fast-paced, sales driven environment
- Completed education or studies + initial experience in B2B Sales (fashion expertise is a plus)
- Very good knowledge of cultural and business practices in Bulgaria
- In-depth knowledge of spoken and written English and Bulgarian

We are looking forward to receiving your application at jobs@stock-solution.de

A day in the life of a Sales Manager at F&P

8:45AM: You came a bit earlier today. A client had sent an offer request which you would like to cater to swiftly (he could be a 'big fish' with his 12 outlet stores). You will call half a dozen other clients to share our latest offers afterwards.

10:00AM: The weekly inventory meeting provides a good overview of available stock. You look forward to the delivery of A-shoes, as you have clients that are interested to buy 1,000 pairs with a very good brand mix

12:30PM: You will win today's table tennis round for sure...but first you'll go for lunch with your colleagues.

3:00PM: You need to go to the warehouse and take some pictures of the unsorted goods. Last time you went through the effort, the clients were impressed with the level of service. You already have prepared a mailing list for this promising winter textiles offer for tomorrow morning. Today you won't forget the Gösser beer that is waiting for you in the fridge!

Your team lead and your colleagues in Sales

