



# topus

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A Polish trade company from printing supplies sector with 95% foreign markets business [Europe, North and South America, Middle East, North Africa, Asia] is looking for

## An International Sales Manager

### *Key Role:*

To develop and maintain relationship with new clients and partners in order to implement sales growth

### *Main duties*

- To perform market research in a given country/region
- To find customers and suppliers
- To win accounts and maintain daily business
- To manage relationships with business partners [sales and purchase]
- To find and use business opportunities
- To analyse information concerning market conditions, competitive situations, industry and customer updates

### *Skills:*

- English fluent
- Fluent second language will be an asset
- 2-3 years of business-related experience
- IT distribution experience will be an asset
- strong communication skills, verbal and written
- ability to build strong interpersonal relationships
- ability to prioritize
- analytical skills
- proactive personality
- Excel literate
- **B2B sales or purchase** experience recommended
- strong work ethics

### *Benefits*

- opportunity to work in a market leading organisation
- contract of employment
- private medical care
- other benefits, like MultiSport card
- a possibility to expand skills and knowledge
- an interesting and independent work

Please send your applications to [praca@topus.pl](mailto:praca@topus.pl) including job title, CV and a motivation letter.