



Volvo Group Bulgaria is a wholly owned subsidiary of AB Volvo and part of the Group Trucks Sales organizations responsible for the brands of Volvo and Renault Trucks.

Our Bulgarian organization has developed Volvo and Renault Trucks Sales as well as Service & Retail network on the local market. We have Truck Centres in Sofia, Plovdiv, Varna, Burgas and Veliko Tarnovo.

For our Retail operations in South-East Bulgaria we are looking for:

### **Service Sales Representative East Bulgaria**

#### **Role**

Actively promotes and sells the aftermarket products in South-East Bulgaria assuring customer satisfaction and long-term profitability. Reaches agreed and committed sales targets for spare parts and soft offers, volume and price

#### **Main activities and responsibilities**

- Proactively sells parts and workshop services visiting customers at their premises
- Remote parts identification and order
- Finds and develops new customers for the workshops in Plovdiv and Burgas
- Decides and delivers activities and targets per customer
- Actively supports Service market campaigns and promotional activities
- Supports sales of Service contracts

#### **Benefits**

- Competitive remuneration package related to sales results
- Social benefits
- Opportunity to gain experience in a leading international company
- Dynamic and challenging work as part of a young and motivated team

#### **Required competencies:**

- Sales experience in Retail
- Relation and negotiation skills
- Planning and organisation
- Technical knowledge in vehicles / transport area
- Fluent in both spoken and written English
- Clear Driving licence and ability for frequent travel

**The position's location is flexible: Burgas, Plovdiv, Stara Zagora**

**Reporting to and hiring Manager: Dimitar Dzhambov**

**HR Business Partner: Desislava Ivanova**

**Last application date: 10.02.2019**