

Discover your future with us...

ENERGO-PRO Energy Services JSC is a leading supplier of electrical energy and solutions in the field of energy efficiency, with 15 years of experience and over 25,000 clients on the energy market in Bulgaria. The company specializes in providing innovative solutions for energy efficiency and sustainable development and offers its customers a variety of products and services. Among them are free-market electricity contracting, construction and maintenance of photovoltaic plants and energy surveys. Our mission is to support businesses and municipalities in optimizing their energy costs and achieving greater sustainability. ENERGO-PRO Energy Services is part of the Czech **ENERGO-PRO Group**, which owns and manages assets for generation and supply of electricity and production of energy equipment in the Czech Republic, Bulgaria, Georgia, Turkey and Slovenia. ENERGO-PRO is an employer of **over 8,000 employees** in the region of Central and Eastern Europe. The key values of the ENERGO-PRO group companies are **efficiency, expertise, responsibility, safety and tolerance**.

ENERGO-PRO Energy services JSC is currently recruiting for Sofia a full time:

HEAD OF REGIONAL SALES DEPARTMENT

Division: „Sales Sofia“, Department: „Sales Sofia“

Main Responsibilities and Duties:

- Responsible for B2B sales to all customer business segments, for the entrusted region;
- Actively seeks new sales opportunities in order to create additional margins;
- Manages the entrusted sales team to achieve the set goals;
- Participates in the attraction of new clients, caring for the keeping and developing long-term business relationships with them;
- Researches, analyzes and summarizes the needs and expectations of business clients in the entrusted region;
- Actively participates in developing concepts for attracting and servicing business clients;
- Summarizes market information about clients and competitors. Monitors client satisfaction;
- Strictly monitors the compliance with the credit risk research requirements for new and current business clients;
- Controls and supports the preparation of offers and client files;
- Analyzes the needs of clients and prepares proposals for their effective retention/service to the Head of Division;
- Monitors the effectiveness of subordinate sales team and their development, achievement of set plans and goals;
- Maintains contacts with key clients, municipalities and other representatives of the local government, included in the entrusted database with clients on issues related to the activities of ENERGO-PRO;
- Creates a positive attitude towards the company and works for the good image of ENERGO-PRO.

Position Requirements:

- University degree;
- Sales experience (priority to energetics, telecommunications, technology, FinTech and other related sectors) – 5 years;
- Managing sales structure experience – 4 years;
- B2B client management and building business relationships experience;
- Knowledge in the field of energy markets and products;
- Advanced level of work with MS Office applications;
- Driver's license – category "B", active driver with the possibility of frequent travel in the entrusted region;
- Work level of English language;
- Excellent communication and organization skills for managing processes and teams;
- Planning, clear vision, responsibility and ethics;
- Goal oriented, able to manage change.

ENERGO-PRO offers:

- Secure and long-term job opportunity;
- Attractive remuneration;
- Additional benefits: company car, working in the heart of Sofia, base 26 days of paid annual leave, food vouchers, additional health insurance, Multisport card on preference prices and others.

How to apply:

Please, apply with your CV and Ref.Code **RM_S_SF_110724** no later than **25.07.2024** by clicking on the "Apply for this position" button below.

Only shortlisted by CV candidates will be invited for an interview.

For more information on your personal data protection, please visit www.energo-pro.bg where you can find the Privacy and Data Protection Policy of ENERGO-PRO Varna Group for the Recruitment process.