

POSITION: Sales Consultant-Project Manager

ref.no. SPM 130601

Our partner - part of an international network – helps its clients creating workplace strategy and working environment that help people work more effectively and create wellbeing@work. This unique methodology is based on "workplace future" - team insights and helps C-level managers considering workplaces as a strategic asset.

After 12 years on the Hungarian market for further development of their business they are looking for talents, an ambitious, performance oriented, creative sales person, with a high level of energy and commitment.

TASKS:

Communicate „Interconnected Workplace” concept, find potential customer and help them to treat working environment as their potential strategic asset, through office interior solution and insights selling and project management.

Selling

- Hunting, B2B sales approach
- Selling high value solutions & services
- Independent, responsible job
- Networking, Forecasting, Pricing, Reporting

Project management

- Handling proprietary won projects
- Manage recourses, time and costs
- Act as project team leader (delegate, motivate, control of project team members)
- Leading more parallel projects simultaneously

REQUIREMENTS:

Knowledge

- University degree (possible with technical background)
- Fluent English (meetings, presentations, negotiations)
- Confident PC knowledge (MS Office, Lotus Notes)

Skills, personality

- B2B sales skills
- Read between lines (empathy)
- Ability to see the big picture (handle complex situation)
- Encourage communication, ability to organize meetings on C-level
- Driven by success and performance

Experience

- Experience in B2B business (with own target, with new clients, projects bases, with high value solution and services selling, with complex decision mechanism)
- Experience in managing large existing customers
- International company culture
- Own valuable network (HR, office building related field: real estate, architects, international companies, market influencer, interior design,)

COMPANY OFFERS:

- reasonable fix salary + unlimited variable part (premium, bonuses based upon own performance)
- Sales and Cafeteria benefits
- Development in sophisticated B2B sales approach in a multinational business environment
- Various career path based upon competencies

LOCATION:

Budapest, Hungary

If you would like to apply to this position, please send your CV and cover letter in English with position and reference number in subject field.

By sending your CV you accept that we handle your personal information confidentially under the Act LXIII. of 1992 (Protection of Personal Information).

CONTACT INFORMATION:

E-mail: ildiko.kovacs@ihrsolutions.net

*Közvetítési engedélyszám : 16311-3/2008-5100-590
Cégjegyzék szám: 01-09-894241*

