



WE ARE HIRING

Sales Director

If you like challenges and want to become part of a team that pushes the boundaries in the field of electricity every year, and if you are ready to build a career in the energy and renewable energy industry, then **ELNOS ROMANIA**, a company operating within the ELNOS GROUP, is the right choice for you.

We are looking for a **Sales director** to join our team, place of work is **Bucharest**.

Who are we?

Elnos Group is an international electrical engineering concern. By nurturing a longer than 75-year tradition, Elnos Group applies its knowledge and experience in building lasting values. Numerous construction, reconstruction, and modernisation projects have ranked us among the leading companies for facilities of up to 400 kV (within power stations, HV overheadlines, power grids, infrastructure projects, industry, and installations). This makes a solid foundation for providing a comprehensive range of services of Elnos Group, which leads to the achievement of energy, economic, ecological, and social progress.

Our strategy is focused on long-term profitable growth of the company. Professional approach to modern requirements and markets of future along with the adoption and application of the latest technology, has positioned us among the companies that keep pace with global trends. Our company's most important resources are our employees, their knowledge, values and motivation.

Elnos Romania is the youngest member of our family, founded in 2023. We recognized that Romania is actively progressing in the field of renewable energy sources and represents a key market for the development of new projects in the field of power engineering. The headquarters of Elnos Romania is located in the city of Cluj-Napoca, making this location stand out as a key point for managing the company's business activities in the Romanian market. Nevertheless, the core of a country's commercial activities is in its capital, so it is logical that the seat of the Sales director should be in Bucharest.

Job description:

- participation in the implementation of the local market development methodology
- planning (short-term and long-term) for the operation of the sales system at the local level
- establishing relations and developing cooperation with business partners on the Romanian market
- coordination and control of local sales
- implementation of plans adopted at the level of the ELNOS SERBIA as the founder of the company and/or the Group
- cooperation with the management in the successful implementation of tasks, plans and missions of the company
- proposing new sales technologies or methodologies on the local market
- monitoring market trends and changes in the way partners and competitors do business
- preparation and submission of commercial offers
- ensuring compliance with commercial legislation in relation to the company's defined goals and strategy

Requirements:

- university degree, preferably in engineering, economics or marketing
- additional specialized training or courses in the field of commercial business, trade, etc.
- languages: native Romanian, proficiency in English (written and spoken), knowledge of the Serbian language is an advantage
- knowledge of commercial legislation
- knowledge of working in MS Office and database programs
- expert knowledge of national and/or international sales trends for the company's products/services
- capable to work and make decisions under pressure
- capable of solving problems
- readiness for field work
- affinity to work within a team
- communication skills
- professional attitude towards work and work responsibilities
- desire to learn and gain new skills
- driver's licence B category
- minimum 2 years of experience in a similar position

What we offer ?

- working with highly qualified experts in the field of electric power engineering, in the group of company which is the market leader in the field of work on power plants, power grids and infrastructure projects
- cooperation with experts from different fields, the opportunity to learn, grow and develop through work at home and foreign markets
- to be a part of a young, agile and proactive team
- business trips within Romania and abroad
- an innovation-driven culture in which employees are supported in turning their innovative ideas into marketable products and solutions
- upgrading your knowledge and acquiring new skills
- stimulating achievements and opportunities for professional development
- permanent employment with a previous trial period of 4 months

Benefits:

- company car
- continuous on-the-job training with possibility to gain external certifications or licenses
- annual bonus in line with business results
- safety care insurance
- you choose the office space where you will work in Bucharest (the company will rent an office based on your recommendation)
- occasional team building activities

Link to apply: careers@elnosgroup.com

Application deadline: June 2nd, 2024

Are you
a new member of our team?