

Sales Representative

Number of Positions: 1

Contract Type: Indefinite

Job description

- Identify potential clients through market research, networking, and lead generation activities.
- Participate in presentations, meetings, and negotiations to showcase services and close sales agreements.
- Assist with preparing and delivering competitive sales proposals/quotes, negotiate terms and close sales agreements aiming to achieve or exceed targets.
- Attend industry events, conferences, and trade shows to network and promote our services.
- Build and maintain strong, long-term client relationships, staying informed about industry trends and regulations.
- Provide regular sales reports and forecasts while developing a deep understanding of our service offerings and competitive landscape

Qualifications

- Post secondary education in Business, Management, Sales or a related field (MQF 4 or 5)
- Proven experience in sales, ideally within the professional services industry. Scientific background, experience in construction/environmental consultancy industry would be considered a bonus.

Required skills

- ✓ Excellent English communication, presentation, and negotiation skills. Fluency in Maltese will be considered a bonus.
- ✓ Ability to build and maintain strong client relationships
- ✓ Driving license B
- ✓ High level of integrity and professionalism
- ✓ Outgoing personality with a flair for sales
- ✓ Proactivity and Initiative

Training provided

On the job training

Any assistance with accommodation/relocation

None

Any other benefits

Health insurance, Special summer hours

Salary

Eur 24,000 per annum plus commission

How will the interviews be held

online or in person.

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This project is funded by the European Union

To apply

CVs and a covering email in English by email to eures.recruitment.jobsplus@gov.mt and copy to pcpmixto.eures@sepe.es quoting the name of the vacancy **Sales Representative** and the vacancy reference **410953**

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Para más información contacta con el/la Consejero/a EURES de tu provincia:

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