

## ΚΩΤΣΟΒΟΛΟΣ

KOTSOVOLOS  
is seeking for a

### **B2B SALES CONSULTANT (Chania based)**

**JOB PURPOSE:**

Reporting to the B2B Manager, the right candidate will be responsible to:

- Promote all products and services offered by the Company to existing and prospective b2b customers through a relationship-based approach,
- Meet all sales objectives under the guidelines and policies of the company,
- Provide efficient, courteous customer service and assistance in all aspects of product offerings and services.

**The Ideal Candidate profile should have the following requirements:**

- Minimum 3 years of relevant work experience in B2B Sales positions preferably within Retail, HO.RE.CA, Telecommunications, Business Services, or Commodities sectors,
- Very good knowledge of hi-tech products,
- University Degree of relevant area,
- Fluency in English,
- PC literacy,
- Strong customer service, oral and interpersonal communication skills,
- Ability to determine solutions for customers (consultative sales approach),
- Demonstrated aptitude for problem-solving,
- Results-oriented and able to work both independently and within a team environment,
- Excellent negotiating skills,
- Ability to travel.

**The company offers:**

- Competitive salary,
- Additional bonus related to personal and company targets,
- Company car & medical insurance program,
- Continuous training.

**Candidates are requested to send a full C.V. at the following email address:**

**[www.kotsovolos-careers.gr](http://www.kotsovolos-careers.gr)**