

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:**

## DIRECTOR REGIONAL SALES ACQUISITION

**Division: „Sales Sofia“**

### Main Responsibilities and Duties:

- Develops and implements a strategy for attracting new business clients, with emphasis on expanding the market share and increasing the company's revenue;
- Identifies and evaluates potential new B2B clients, developing customized approaches to attract them;
- Leads and manages the sales process, ensuring the achievement of the set goals for new clients acquisition;
- Develops and implements effective sales campaigns to attract new clients, including market analysis, customer segmentation and development of innovative offers;
- Coordinates and directs the sales team to identify new sales opportunities, providing leadership and support in closing deals;
- Maintains close business interactions with key partners and actively participates in building long-term relationships with new clients;
- Tracks and analyzes sales results, proposing and implementing corrective actions to optimize sales performance;
- Ensures that the selection and development process of new Account Managers is aimed at attracting and developing top talent that will support the business expansion strategy;
- Develops methodologies and best practices for sales to support and accelerate the process of attracting new business;
- Creates and maintains a positive image of the company in business circles and takes care of the high level of customer satisfaction.

### Position Requirements:

- University degree, preferably in an economic or engineering field;
- Minimum 7 years of experience in a sales position, with proven success in attracting new B2B clients;
- Minimum 5 years of experience in a managerial position, incl. team management and development of strategies to attract new clients;
- Excellent sales skills, including negotiation and trust building skills;
- Ability to take an "aggressive" approach in achieving goals and persistence in attracting new clients;
- Profiling and selection of suitable Account Managers, as well as experience in their development and mentoring;
- Knowledge in the field of energy services and products;
- Advanced level of working with MS Office;
- Driver's license - category "B", active driver with the possibility of frequent trips in the entrusted area;
- Proficiency in English at a working level;
- Clear vision, planning and change management; high level of responsibility and ethics.

### ENERGO-PRO offers:

- Secure and long-term job opportunity and attractive remuneration;
- Class A office space in the heart of Sofia;
- Additional benefits: company car, 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 **RTHD\_S\_SF\_190924** no later than **03.10.2024** 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](http://www.energo-pro.bg) where you can find the Privacy and Data Protection Policy of ENERGO-PRO Varna Group for the Recruitment process.