



Marco sp. z o.o. with its headquarters in Gliwice and branches around Europe is a company that produces specialized identification solutions for all branches of industry.

Currently, we are looking for dynamic, passionate, vigorous persons for the position of :

Sales specialist

Work location: Gliwice, The area of Katowice Special Economic Zone

If you are a person, who:

- Adheres to certain values and maintains them under any circumstances
- Wants to take up the challenge of changing the stereotypical sales department employee image to a business partner who provides high-grade products, refined and adapted to the high demands of the customers
- Is assertive in business relations with clients
- Possesses experience in building relations with clients, considering values such as:
 - Practical implementation of the win-win principle (everyone wins: the buyer, the seller, the environment etc.)
 - Providing high-grade, functional products to build a strong, polish brand
 - Social responsibility
- Is aware of how business relations with big, international corporations look like
- Has an idea how to sell Marco products to contractors who are not interested in changing their current provider
- Skillfully communicates with others and has a positive attitude towards life
- Learns new things eagerly and quickly
- Is motivated to achieve set goals and to increase own competences
- Possesses a high skill of self-presentation and formulates own thoughts in an eloquent and specific way

Requirements:

- Experience in sales and/or customer service
- A level of fluency in English allowing effortless communication with business partners
- Knowledge of other foreign languages is welcome
- Higher education or part-time studies underway
- Extensive contact database, with trade secrets respect maintained
- Broad knowledge about economy, politics and social issues and the ability to use it skillfully in building and maintaining long-term relations based on set values
- Availability (willingness to go on delegations, both local and international)
- Driving license cat. B
- The ability to prioritize and manage short and long-term assignments/ goals
- Negotiation skills confirmed in practice
- The ability to deal with difficult questions and objections from clients by the means of thorough analysis
- Teamwork attitude
- The ability to identify and mitigate conflicts and reaching compromises

then contact us!

Responsibilities:

- Active acquisition of corporate clients from various industry branches
- Initiating and maintaining long-term relations with clients (foreign ones as well) via personal contact, email or phone
- Identifying client needs and providing professional advice consistent with available products and services
- Preparing commercial offers
- Providing a high quality service according to the Integrated Management System guidelines
- Cooperation with other departments - production, logistics, print preparation, quality and finance-administration, among others
- Working with a personalized program - Marcus - written especially for Marco needs, used in managing relations with clients, among other uses

Professional ethics:

- Loyalty
- Honesty
- Respect for others
- Active involvement in projects eg. for the local community
- High standard of own good manners

When recruiting a person in Marco we are looking for a long-term cooperation, and besides providing the ability to fulfill assignments allowing to realize one's professional development passion, we also offer:

- Full-time job with a contract of employment
- Support in skill development (inside and outside trainings, studies, among others)
- Attractive additional benefits tailored to our needs (life insurance, Culture-Entertainment-Sport package, pension fund, medical package etc.)

Please send your CV to rekrutacja@labels.pl email address and fill out the recruitment survey available on www.labels.pl website under Career tab. Only complete applications will be taken into consideration.

Please include this declaration in the sent documents:

„In accordance with the Act of 29 August 1997 on the Protection of Personal Data (consolidated text Journal of Laws 2002,101,926 with amendments) I hereby agree to the processing of my personal data by Marco sp. z o.o. Gliwice, for the needs of the present and future recruitment processes.”

