

Join our dynamic team in **Filter Bulgaria** and contribute to a greener future,

SALES DEVELOPMENT MANAGER

Position is located in Sofia

As a **Sales Development Manager**, you will play a critical role in driving the company's growth and market presence. Your main responsibilities are to identify and develop new business directions and strategy including marketing, partnership with our partners KROHNE and AllDevice, and product lines as heat pump and electrode boiler solutions; build and maintain customer relationships with potential and existing customers; grow the sales team and lead the performance growth.

How to be successful in this role?

- You must have a Technical University Degree, ideally in Thermodynamics or in Heating engineering
- You are passionate about sales
- You have experience in industrial areas and proven and successful experience in creating and implementing sales strategies incl marketing
- You have solid experience in building and leading a team, knowledge and experience in using CRM (sales application)
- You are result-oriented, eager to find business opportunities, excel on planning and organizing own and teamwork
- You are empathetic leader
- English at least level B1
- You are ready to travel
- You have a driver's license

We offer a full-time job with a competitive salary and performance-based bonuses, we support your sports activities and provide you with food coupons. We provide you with extra health insurance. You will have a great cooperative team and many training and growth opportunities.

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