

Job Description – Direct Sales Agent (DSA) – Tirana

Employer: CBS Creative Business Solutions

Location: Tirana

Status: TBD

General Scope of the Position

The DSA introduces CBS products and services to potential customers and closes successful sales transactions. He/she is responsible to sell digital media advertising products for AgroWeb, the number one online media for agriculture and IntoAlbania the main portal dedicated to tourism in Albania. DSA duties also include referring of individual or business clients for financial intermediary services such as loan applications to financing institutions and other agribusiness consulting services offered by the firm. The DSA responsibilities also include referring clients and increasing customers' awareness of CBS products and services, creating as well as presenting persuasive sales proposals to new and existing clients. Ultimately, DSA must be able to demonstrate effective communication skills, customer-centric approach to continually meet or exceed sales targets. The DSA reports directly to the Manager, Direct Sales.

Duties & Responsibilities

- Organize and conduct activities/meetings to achieve sales and referral results according to sales strategy and plan;
- Ensure assigned sales target are met or exceeded;
- Very good knowledge of CBS products to address customers' questions regarding product pricing, availability, features, and benefits;
- Establish and maintain good relationships with new/prospective and existing clients;
- Negotiate sales contracts with prospective clients;
- Completing regular sales reports and referral activities, achievements, and other cross-sell referrals;
- Participate in weekly sales performance calls and bi-weekly face to face meetings with Manager, Direct Sales and Senior Consultant, Agribusiness Services;
- Regularly update and report on monthly basis the Lead List of potential clients or customers. Cross-sell opportunities identified should be referred to the Manager, Direct Sales;
- Contribute to organizing and participate in tactical sales/marketing activities and events.

Skills & Qualifications

- Bachelor's degree in Marketing, Business Administration, Communications, or other related fields of studies;
- Understanding of sales process and dynamics, sales centric;
- Good verbal and written communication/negotiation skills; a persuasive communicator with excellent interpersonal and multidisciplinary skills;

- Strong interpersonal skills, with the ability to create and maintain good reports with costumers;
- Openness to new challenges, resilience in the face of pressure, multi-tasking skills;
- Experience in using computers/smart digital devices and competency in Microsoft applications including Word, Excel, PowerPoint and Outlook;
- Any previous Sales Experience is an advantage.

About CBS

CBS Creative Business Solutions is a leading business consulting and project implementation firm in Albania. It delivers consulting services and implements development projects in Albania with a spillover effect in the Western Balkans. CBS has established expertise in SME Access to Finance, Financial Consulting, Agriculture Development, Bank Products, Tourism, Business Intelligence Technology and Digital Market Innovation. CBS employs 30 professionals in its headquarters in Tirana and two local branches in Fier and Korça.

How to Apply:

Interested applicants should submit a current resume before **October 27th, 2020** at info@cbs.al and include "Direct Sales Agent – Tirana Region" in the subject line.