

https://flexopedia.net/?post_type=jobs&p=2564

Sales Representative E-Commerce

Description

The E-Commerce Sales Representative is responsible for acquiring customers within the target markets of the E-Commerce Market Place for Anyflexo OÜ.

Responsibilities

Your opportunities as an Sales Representative E-Commerce would be:

Acquiring new customers for the E-Commerce Market Place:

- Research for new customers and approach them
- Fill the lead pipeline in line with target customers
- Support customers in the onboarding process
- Present the offering and answer questions from customers
- Manage stock levels and check lead times with vendors
- Ensuring continuous support of vendors and customers with their activities related to the E-Commerce Market Place
- Monitoring, analysing the behaviour of customers and generating leads

Building and Managing Affiliate Network:

- Expansion of an affiliate program for partners in the packaging and printing space
- Recruit and manage affiliates and support them in the day to day needs
- Constant communication with business-related media partners, affiliates, companies and other agencies.

Requirements

You as a Sales Representative E-Commerce should have skills and experience:

Hiring organization

Anyflexo OÜ

Employment Type

Full-time, Part-time

Duration of employment

Unlimited contract

Industry

Packaging and Printing Industry

Job Location

Lõõtsa 2B, 11415, Tallinn, Harju County, Estonia

Date posted

09/11/2023

Your application

APPLY NOW

- Bachelor degree in economics, marketing or equivalent apprenticeship with work experience or Master degree
- Strong sales knowledge with experience of building new customers
- Approximately 3 years sales experience
- Language skills in English (B1)

It would be advantageous:

- Knowledge about managing efficiently sales in B2B markets
- E-Commerce platform and website management
- Working self-sufficient and rather independent in different cultures and industries
- Solid understanding of an E-Commerce Market Place systems and website management
- Technical experience in printing or engineering
- Further language skills would be great: German, Estonian – if not, we help you to learn it

Job Benefits

You as a Sales Representative E-Commerce have good reasons to join us:

- Working in a small team and possibility to grow
- Modern working environment
- Possibility to participate at conferences, events, trade fairs
- Specialty Coffee and water
- Daily lunches
- Sports compensation
- Public transportation
- 1 Password Management System free family account

Contacts

I as an HR Manager will help you to get you on board:

Sabrina Renz
 phone: +372 5593 7959
 e-mail: jobs@anyflexo.com