

WE ARE LOOKING FOR A

**TECHNICAL SALES
REPRESENTATIVE -
CONSTRUCTION BUSINESS
(M/W/D)**

FULL - TIME



As a subsidiary of the internationally active fischer group of companies, we are looking for an **Technical Sales Representative** in construction business for the **Fastening Technology** division in **Sofia and Plovdiv** in **Bulgaria**.

RESPONSIBILITIES

- **Market Development:** Identify and develop new business opportunities with construction companies, distributors, and engineering firms in Sofia and Plovdiv.
- **Technical Consultation:** Provide expert advice on fischer's fastening systems and solutions directly on-site or during the planning phase of construction projects.
- **Relationship Management:** Maintain and strengthen long-term relationships with key decision-makers, including site managers, procurement officers, and structural engineers.
- **Product Training:** Conduct technical presentations and hands-on training sessions for clients to ensure the correct and safe application of fischer products.
- **Reporting:** Prepare sales forecasts and regular reports for management regarding market trends and competitor activity.

YOUR PROFIL

- **Technical Background:** Degree in Civil Engineering or related field preferred.
- **Industry Experience:** Minimum 3 years of sales experience in construction or building materials.
- **Commercial Skills:** Proven B2B sales, negotiation, and project management skills.
- **Communication:** Fluent Bulgarian and professional English skills.
- **Technical Proficiency:** Good MS Office skills; CRM/ERP experience is an advantage.
- **Mobility:** Valid driving license and willingness to travel extensively.
- **Mobility:** Valid driving license and willingness to travel extensively within the assigned regions.

WE OFFER

- A challenging position within a globally recognized German group.
- Comprehensive technical training on fischer's innovative product portfolio.
- Competitive compensation package including a performance-based bonus scheme.
- Professional work environment with high-quality equipment and tools.
- 22 days of annual paid leave.

Please send your application with a resume via email to:
gueorgui.tchotrev@fischer.at

fischer