

**WE ARE LOOKING FOR AS SOON
AS POSSIBLE A**

TECHNICAL SALES REPRESENTATIVE (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, Plovdiv and South Bulgaria.

RESPONSIBILITIES

- Identify leads, develop sales strategies, build a strong pipeline and close deals.
- Depth knowledge of products, industry trends, and competitor offerings to provide technical support and tailored solutions.
- Build and maintain relationships with key stakeholders, be a trusted advisor and identifying new business opportunities.
- Deliver compelling technical presentations, prepare proposals and negotiate contracts to drive successful sales outcomes.
- Do CRM records, create sales reports, provide market insights to management.
- Attend trade shows, conferences, events to strengthen brand presence.

YOUR PROFIL

- Bachelor's degree in Engineering, Construction Management, Architecture, Business or equivalent experience.

- Proven success in technical sales.
- Strong industry knowledge and ability to explain technical concepts clearly.
- Excellent communication, negotiation and presentation skills.
- Self-motivated, results-driven and able to work independently or in a team.
- Proficiency in CRM & Microsoft Office, strong organizational skills.
- Valid driver's license, willingness to travel.
- Fluent in Bulgarian, very good English.

WE OFFER

- A long-term full-time employment relationship.
- A responsible and challenging role in a renowned and successful company with a diverse range of tasks and a high level of autonomy.
- A dynamic, innovative work environment with an excellent company culture.
- The position offers a competitive compensation package, including a salary and a yearly bonus. We are happy to offer an above-collective agreement salary based on your qualifications and experience.

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

fischer 