



Sales Representative

We are an international technical service provider with over 200 technicians delivering services to industry and energy sectors around the world. Our DNA is half-Danish and half-Polish. Currently we are looking for a competent, well-organized employee who is interested in sales.

Job description:

As Eryk's Sales Representative, you will ensure new leads, sales opportunities and orders for the company. We are looking for a dynamic person with a strong understanding of the B2B sales process. A person who will contribute with generating leads, building relationships and closing deals. Your key skills are among other the ability to showcase our offers in a competitive way and your strong negotiating skills. You can close a deal and you will often have to perform presentations, attend in networking events and exhibitions. You must expect approx. 75 travel days per year since our customers are located all over the world, although primarily in Europe. Your workplace will be our shared service center in Szczecin where you will cooperate with a team of more than 30 highly skilled and dedicated colleagues, in an international, English-speaking and friendly environment.

As a part of our team you will be responsible for:

- Present, promote and sell services using solid arguments to prospective customers – B2B market
- Establish, develop and maintain positive business and customer relations
- Negotiate contracts with prospective customers
- Generate leads and prepare offers to potential customers
- Give sales presentations to a range of prospective customers.
- Visit clients and potential clients to evaluate needs or promote our services
- Reach out to potential customers through cold canvassing
- Follow sales targets and deliver within deadlines
- Coordinate sales efforts with team members and other departments
- Analyze market's potential, track sales and create status reports

You are a perfect candidate if you:

- Are fluent in English
- Are an efficient communicator in order to build good relations both within and outside the company
- Have experience in an international B2B sales
- Have higher education in business or trade
- Are a natural or self-taught "hunter"
- Are well-organized, dynamic, and like to meet new people
- Like to be challenged

We offer:

- Employment contract and attractive salary aligned to your skills, experience and performance
- Challenging job in an established, well run, of high standards company where your opinion matters

- We are open to people of all nationalities and offer work within Scandinavian corporate culture with high level of independence
- Friendly atmosphere in a well organized, ergonomic and a pleasant office in the city center
- Private medical care for you and your family after 6 months of employment
- Integration parties
- Professional training and courses financed by the company

If you are interested in this position, please send us your application (CV + cover letter + relevant references and documentation for education in one PDF file) in an email to job@eryk.com and mark it "Sales Representative". We reserve the right to contact only selected candidates.



Please include: „I hereby consent to processing of my personal data included in my job application for the needs of the current and future recruitment processes (according to the Personal Data Protection Act of 29.08.1997, Dz.U. No. 133 item 883)“ Providing personal data in a CV is voluntary but necessary for the recruitment process. Personal data will be processed pursuant to Article 6 para. 1-point a and c of the general regulation on the protection of personal data of April 27, 2016. At any time, you can withdraw your consent by contacting us at hr@eryk.com. The administrator of personal data is BIC Electric Sp. Z o.o. with headquarters in Szczecin, ul. Brama Portowa 1, 70-225. Personal data will be processed until the completion of recruitment, but no longer than three months from the date of recruitment completion. Please include: „I hereby consent to processing of my personal data included in my job application for the needs of the current and future recruitment processes (according to the Personal Data Protection Act of 29.08.1997, Dz.U. No. 133 item 883)“