

Today we are a proud official representative of *Caterpillar* machinery in Lithuania. It all started in 1987, when one of the first tool and machine rental companies in French-speaking Switzerland – Outiloc – was established. 30 years later, with strong Swiss roots, we are now operating not only in Switzerland, but also (for the first time outside our borders!) in Lithuania. We are the only ones in the world, who can offer you such service – we are always trying to step ahead, change together with our customers and fill their needs instantly!

Today we have 21 branches in Switzerland and a brand new branch in Lithuania. 150 professional employees are working – each and every one of them is a valuable part of Avesco Rent family. But we are an ambitious company that grows fast. Next stop – new branches in Lithuania and Estonia in 2019!
We believe that *it's easy, when it's easy.*

Avesco Rent Lithuania UAB has established its first specialized equipment rental branch in **Klaipėda** in order to offer even better customer advice and specific expertise in the whole country.

Avesco Rent Lithuania UAB is therefore looking for an ENGLISH SPEAKING SALES REPRESENTATIVE

Your mission:

The Sales Representative develops the commercial activity of our company in his region through strong customer retention of existing customers and acquisition of new customers.

Your main responsibilities are:

- Achieve the yearly goals set and increase the turnover of your region
- Organize and undertake weekly customer and jobsites visits and meetings
- Regular customer follow-up and increase of customer loyalty of existing customers
- Customer acquisition on the market according to the strategy set by your hierarchy
- Consult and propose the best solution (products, services) to our customers for their job-site and project
- Create and submit quotations
- Follow-up and manage projects with specific customers
- Update and maintain our customer database
- CRM reports
- Assist, participate and help organising specific events, exhibitions etc.

Your skills:

- At least 2 years' experience in sales or similar position (internal / external)
- Construction machinery mechanics or agricultural machinery mechanics knowledge an advantage
- Driving license B category
- Languages: Lithuanian (fluent), English (good), Russian (optional)

Your personality:

- Customer-centric and service-oriented to identify and satisfy customers 'needs easily
- Proactive and energetic behaviour
- Team player
- Precise, organized, conscientious, autonomous
- Good negotiation skills
- Good commercial and networking skills
- Stress resistant
- Technical flair

Job starting:

- Upon agreement
- Employment level : 100%

Ask additional information by phone +370 611 35417