

Sales Representative

[Apply Now](#)

Company: PURATOS

Location: Warsaw

Category: other-general

Sales Representative

Join the Magic

Our Mission

At Puratos, we create innovative food solutions for the health and well-being of people everywhere. As the global leader in bakery, patisserie and chocolate ingredients, we help our customers to be successful with their business, by turning technologies and experiences from food cultures around the world into new opportunities.

We are more than 10.000 employees in over 85 countries and a consolidated turnover of 3.1 billion euros (in 2023). Our passion for innovation, a pioneering spirit and the unique Puratos culture drive our solid growth and vision for the future. This, along with our commitment to our local communities, is what makes working at Puratos so magical.

To strengthen our Sales team in Poland, we are looking for:

Sales Representative

(Masovian Voivodeship, Poland)

Your Mission

The mission of the Sales Representative is to maintain and develop profitable sales, in line with the defined objectives and create partnerships with customers in the assigned geographical area. The Sales Representative is the face of Puratos.

What you will do

Daily routine

Reach sales targets by selling more to existing customers, making new customers and

achieve Key Development Indicators (KDI).

Understand, assimilate and use the Puratos Artisan Sales Process continuously.

Use all the provided sales tools in a disciplined way (CRM, SFA, Business Intelligence, finished goods samples, sales kits, ...).

Plan his/her work activities and prioritize in relation to business potential.

Prepare and execute the customer and prospect visits based on previous visits, existing sales and detected opportunities.

Introduce new products, services (e.g. web shop, Bakers Online, ...) and marketing campaigns.

Follow up on the visits with discipline, including deliveries, payments, samples, technical advisor support, ...

Monitor sales on a daily basis and take corrective actions.

Customer experience (you are the face of Puratos)

Build great relationships with existing and potential customers, at all levels, using mainly face-to-face contacts but also leveraging on social media and digital marketing.

Provide consultancy, inspiration (recipes, finished goods samples, ...) and consumer insights, in a professional way using existing tools.

Ensure the best service level to the customer.

Invite customers and potential customers to Puratos events and Innovation centers, while actively participating and following up.

Collaboration

Be an active team member within the Sales team, in line with the Puratos Values & Principles.

Work closely with Customer Service, Technical Advisors and Marketing to achieve strong results together.

Maintain the relationship with all other stakeholders.

In case of indirect route to market, collaborate with the Distributor's Sales Representatives to achieve the targets together.

Respect and ensure the Company's confidentiality rules.

Training

Acquire product knowledge by participating in product trainings.

Regularly update your knowledge through self-study and going through the provided training material and other documents.

Complete your learning path within the Sales Academy.

Master all the (digital) sales tools.

Market insights (you are the voice of the market)

Update customer and prospect data in CRM, including segmentation and marketing attributes.

Report competitor activities (e.g. new products, promotion, pricing, organization,...) to Marketing & Sales Management.

Look for new potential prospects on a regular basis.

Conduct specific surveys initiated by Sales or Marketing Management.

What we expect from you

At least a secondary education diploma

Experience in work at Sales department

Company & Product Knowledge

Market & Customer Knowledge

Improving Selling Skills

Driving Business Management

What you can expect from Puratos

We are a warm family company with a historical growth track record and a clear long-term

vision for the future. We promote a caring, trustful and respecting work environment by putting people first.

We at Puratos cultivate an inclusive global workplace, that fully embraces diversity and equal

opportunities for all. We strive to reflect the richness of our customers, communities and society, accelerating our ability to innovate and deliver on our commitments.

Watch our new corporate movie:

[Apply Now](#)

Cross References and Citations:

1. [Sales Representative Educareer Jobs Warsaw Educareer ↗](#)
2. [Sales Representative Officerjobs Jobs Warsaw Officerjobs ↗](#)
3. [Sales Representative Weldingjobs Jobs Warsaw Weldingjobs ↗](#)
4. [Sales Representative Colombiajobs Jobs Warsaw Colombiajobs ↗](#)
5. [Sales Representative Businessjobs Jobs Warsaw Businessjobs ↗](#)
6. [Sales Representative Free-job-alerts Jobs Warsaw Free-job-alerts ↗](#)
7. [Sales Representative Shenzhenjobs Jobs Warsaw Shenzhenjobs ↗](#)
8. [Sales Representative Copenhagenjobs Jobs Warsaw Copenhagenjobs ↗](#)
9. [Sales Representative Sciencejobsnearme Jobs Warsaw Sciencejobsnearme ↗](#)
10. [Sales Representative Seattlejobsearch Jobs Warsaw Seattlejobsearch ↗](#)
11. [Sales Representative Securityguardjobs Jobs Warsaw Securityguardjobs ↗](#)
12. [Sales Representative Technologyjobs Jobs Warsaw Technologyjobs ↗](#)
13. [Sales Representative Governmentjobsnearme Jobs Warsaw Governmentjobsnearme ↗](#)
14. [Sales Representative Kualalumpurjobs Jobs Warsaw Kualalumpurjobs ↗](#)
15. [Sales Representative Logisticsjobs Jobs Warsaw Logisticsjobs ↗](#)
16. [Sales Representative Belgiumjobs Jobs Warsaw Belgiumjobs ↗](#)
17. [Sales Representative Munichjobs Jobs Warsaw Munichjobs ↗](#)
18. [Sales Representative Searchnzjobs Jobs Warsaw Searchnzjobs ↗](#)
19. [Sales representative Jobs Warsaw ↗](#)

20. **AMP Version of Sales representative** ↗
21. **Sales representative Warsaw Jobs** ↗
22. **Sales representative JobsWarsaw** ↗
23. **Sales representative Job Search** ↗
24. **Sales representative Search** ↗
25. **Sales representative Find Jobs** ↗

Source: <https://pl.expertini.com/jobs/job/sales-representative-warsaw-puratos-4dc2d76f4d/>

Generated on: 2024-05-03 by Expertini.Com