



Sales Representative

ZAGORKA brewery has over 110 years of history, dating back to 1902, starting operations in Stara Zagora. In 1994 ZAGORKA joined HEINEKEN's international family and since then we have established ourselves as one of the most modern breweries in CEE, an attractive employer and a socially responsible company.

We are currently offering you an exciting opportunity to become part of our sales team as a Sales Representative.

What you will do:

- Win new business and ensure the brands have maximum availability and visibility in all outlets
- Achieve/exceed sales targets and goals, utilizing all the resources of each customer to buy into the brands
- Secure full listings of brands and achieve rapid distribution of new products
- Drive high volume sales by activating both official and ad hoc promotions
- Maximize product availability by influencing stock holding levels and developing compelling sell-out activities
- Build new and retain existing relationships with business partners

What we look for:

- University degree
- Good command of English language
- Previous Sales experience will be considered an advantage
- Clear Driver's license
- MS Office competence (Excel)
- Excellent sales and negotiation skills
- Communicative person and relationship builder
- Self-starter with good organizational and time management skills
- Team player with a focus on working together to achieve results, but also able to work independently

What we offer:

- Full training and ongoing support to enable you to fulfill your role to the best of your potential
- Career opportunities for driven and passionate employees throughout the whole business
- Competitive salary and highly achievable KPIs
- Extended healthcare and benefits package
- Company car, mobile phone, tablet
- Professional working environment where performance and success are really rewarded

If you are ready to take this challenge, please send your CV in English to kameliya.damyanova@heineken.com

Personal data provided by you in relation to this selection will be processed by ZAGORKA AD (headquarters and address at Stara Zagora, 41, Khan Asparuh Street), in its capacity of administrator of personal data, only for the purposes of the selection and in accordance with Regulation (EC) 2016/679 of the European Parliament and the Council, the Personal Data Protection Act and the relevant secondary legislation.

The data will be deleted from the registers of ZAGORKA AD within 4 weeks after the closure of the current process.