



GENERAL SALES MANAGER

Workplace: KRAKOW

We are looking for a high-performing General Sales Manager **to coordinate our customer acquisition and lead us to achieve revenue growth targets by keeping our company competitive and innovative.** The successful candidate will be responsible for maximizing our Polish sales team potential, crafting sales plans and reporting to the upper management.

RESPONSIBILITIES:

SALES DEVELOPMENT AREA:

- Design and implement a strategic business plan that expands company's customer base and ensure it is a strong presence.
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs.
- Present sales, revenue and expenses reports and realistic forecasts to the management team.
- Direct responsibility for acquisition and relationships with some selected KEY clients and partners.

SALES TEAM MANAGAMENT AREA:

- Achieve growth and hit sales targets by successfully managing the Sales team.
- Objectives setting, coaching and performance monitoring of sales representatives.
- Provide trustworthy feedback and after-sales support.
- Develop entry-level staff into valuable salespeople.

BUSINESS DEVELOPMENT AREA:

- Identify emerging markets and market shifts while being fully aware of existing and new products, also of competition status.

- Cooperation with Marketing Leader in market mapping and identifying niches to accelerate and expand our products visibility on the market.
- Define sales priorities based on the Company strategy and sales performance.

REQUIREMENTS:

- At least MS degree in business administration/economics/sales or relevant field
- Successful previous experience (min. 7 years) as a sales representative or sales manager, consistently meeting or exceeding targets
- Committed to continuous education through workshops, seminars and conferences
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization
- Proven ability to drive the sales process from plan to close
- Negotiation skills
- Strong business sense and industry expertise; actual and deep Fintech market knowledge
- Excellent mentoring, coaching and people management skills; ability to be a leader for a team (paying attention to others results and growth, being patience, being a role-model for others, being able to stay behind a whole team)
- Positive but realistic attitude on a daily basis
- Problem solving and 'lessons learned' approach
- Proficiency in MS Office and CRM software
- Fully proficiency in English (both written and spoken)
- Strongly desired experience in a financial industry

OUR OFFER:

- Stable employment in a fast growing environment
- Work with an experienced 6-members sales team
- Position that requires an open mind, proper and significant impact on business development on a country level
- Extensive social package (MultisportPlus, Luxmed package for whole family, Life insurance)
- Company car
- Language classes on different levels in the office (English and German)
- Possibility to work from home
- Trainings, conferences, events participations