

## Vacancy Announcement

### Business Unit Sales Director

Sales Department

INFO-Telecom SHPK

Purpose:

Selling Internet and Telephony Services for Albania / Tirana market.  
Owner of Business unit Selling channels.

Main duties

- Determines unit and total sales target plans in line with company objectives.
- Develops necessary tools to help sales-force achieve sales targets.
- Maintains sales volume and selling price by keeping current with supply and demand trends and competitors.
- Maintains sales-force by recruiting, selecting, orienting and training employees.
- Maintains sales-force results by counseling and disciplining employees, planning, monitoring and appraising job results.
- Maintains technical product knowledge by keeping current with technological developments and changing trends.
- Contributes to team effort by accomplishing related results as needed.

Qualifications

- Bachelor's degree in Economics, Business Administration, or any Engineering degree with MBA or past experience
- At least two years in similar position
- At least three years in Service Provider / Telecom field

Skills: Meeting Sales Goals, Negotiation, Selling to Customer Needs, Motivation for Sales, Sales Planning, Building Relationships, Coaching, Managing Processes, Market Knowledge, Developing Budgets, Staffing Qualifications and Experience

Terms of Appointment

The appointment will be on a contractual basis for a period of one (1) year in the first instance with the possibility of renewal.  
An attractive compensation package commensurate with experience and qualifications will be offered.

Application Procedures

Detailed Curriculum Vitae is a must for the application.

The applicant that possesses Professional certificates, letters of references will be considered on higher priority for the interview

Please send all the documents on [HR@infotelecom.al](mailto:HR@infotelecom.al)

Or:

INFO-Telecom SHPK Head Office  
Rr. Dervish Hima, No. 1, Ada Tower, 1<sup>st</sup> Floor (Former TV Klan Offices)  
Tirana, Albania

Tot the attention of:

Ms. Ada Dervishi

to reach no later than **4.00p.m. on Friday, 8th August 2014.**

Further details relevant to the position can be obtained by calling the number below:  
**Mob: +355 69 4083396**