

COCO-MAT an innovative Greek company in the field of natural sleep, is looking for a new member and specifically for the position of:

**B2B Corporate Sales Representative**

**Location: Kifisia, Attica-Greece**

**About the role:** As a B2B Corporate Sales Representative you will be entrusted with the role of identifying and acquiring new corporate clients, by fostering and maintaining relationships with high-end corporations. The main objective is to achieve sales targets for our company and enhance our corporate strategy. The preferred candidate should have a strong foundation in B2B sales, exceptional communication skills, and the ability to establish connections with key decision-makers.

**Core responsibilities:**

1. Prospect and Acquire:

- Identify and prospect potential corporate clients through market research, referrals, and networking.
- Develop and execute effective sales strategies to acquire new business

2. Relationship Building:

- Build and maintain strong relationships with key decision-makers within corporate clients
- Understand the unique needs and challenges of each client and tailor solutions accordingly

3. Sales Presentations:

- Conduct product or service presentations to corporate clients, showcasing the value proposition and addressing their specific requirements
- Effectively communicate features, benefits, and competitive advantages

4. Negotiation and Closing:

- Negotiate terms, pricing, and contracts to reach mutually beneficial agreements
- Close sales deals in a timely manner while meeting or exceeding sales targets

5. Customer Satisfaction:

- Ensure high levels of customer satisfaction by addressing client concerns, resolving issues, and delivering exceptional service
- Act as a trusted advisor to clients, providing ongoing support and assistance

**Requirements:**

- Bachelor's degree
- Proven experience as a B2B Sales Representative or in a similar role in sales
- Proficiency in using Microsoft office & CRM software and other sales tools
- Excellent knowledge of English language, both oral and written
- Strong understanding of corporate sales

**Personal traits:**

- Excellent communication, negotiation, and interpersonal skills
- Ability to work independently and collaboratively within a team
- Results-oriented with a track record of meeting or exceeding sales targets
- A high degree of personal initiative and willingness

**What we offer:**

- A competitive remuneration package
- Permanent contract
- Private health insurance
- Company car, laptop & mobile phone
- Bonus based on sales target
- Prospects for growth and development in a human-centric and friendly working environment

Interested candidates *are* requested to send their *recently updated* resume at the e-mail address: [etataraki@coco-mat.com](mailto:etataraki@coco-mat.com)