

## Sales Specialist (m/ž)

---

For our Marketing, Sales and Product Management team, understanding the full potential of our technology and the trend in our markets is highly rewarding. In addition, helping customers all over the world improve efficiency, save resources and reduce emissions gives our work a powerful sense of purpose. You will be responsible for sales of Grid Integration solutions (HV/MV substations, Power Quality, e-mobility) in accordance with Business Unit strategy to customers for projects in Balkan region. Your attention to detail and ability to negotiate with multiple partners will be vital to this key component of project bidding. Your responsibilities: - Assessing customer needs and suggesting appropriate products, services and/or solutions. Planning, developing, and delivering the marketing strategy for products/services and associated brand(s) - Driving sales volume and margin across Hitachi Energy's portfolio - Leading and successfully concluding contract negotiations - Securing continuous pipeline growth in the Grid solutions market - Establishing and maintaining strong customer relationships through excellent service and knowledge of customer needs - Identifying and developing new market opportunities in collaboration with the wider team - Monitoring customer and market trends to develop effective marketing activities and technology development - Living core values of safety and integrity, which means taking responsibility for your own actions while caring for your colleagues and the business

Izvor: [www.moj-posao.net](http://www.moj-posao.net)

**Lokacija:** Zagreb

**Datum objave:** 03. Sep 2024.

**Datum isteka:** 13. Sep 2024.