



JSC "Pet Baltija" specializes in recycling of used PET (polyethylene terephthalate) bottles by producing high quality PET flakes. The company is the biggest in the Baltic States in its field and the only in Latvia which cooperates both with local and international suppliers. The company is integrated part of "Eco Baltia group" which is multi-service waste management group.

The company is looking for

## **PURCHASE AND SALES MANAGER in Poland**

### **General responsibilities:**

- Purchasing of raw materials and selling of company`s products in Poland market;
- Identifying potential suppliers and clients, building and maintaining good relationships with them;
- Conducting research to ascertain the best suppliers and clients in terms of best value, delivery schedules and quality;
- Negotiating and agreeing contracts, processing payments and invoices;
- Giving presentations about market analysis and possible growth;
- Liaising between suppliers, clients and internal departments;
- Producing reports and statistics.

### **Requirements:**

- At least 5 years experience in sales or procurement in Poland market and wide contact network;
- Willingness to start company`s activities and become a leader of regional department in future;
- Background in manufacturing environment and recycling field will be advantage;
- Fluent in Polish and English, good command of Russian;
- Excellent negotiation and communication skills;
- Well organized, independent, self-motivated and an enthusiastic self-starter individual who wants to achieve high results;
- Analytical skills and strong computer skills;
- B category driver licence and possibility to travel around the country.

### **What we offer:**

- Great opportunity to develop company`s business in North-East-Central Poland (Podlaskie, Mazowieckie, Warmińsko-Mazurskie regions);
- Interesting and dynamic work environment;
- Opportunity to plan your working day;
- Substantial sales commissions depending on sales results, all working tools provided.

**If you are interested** in this role, please send your CV and cover letter in English marked **"Manager in Poland"** till **June 26, 2015** to **cv@ecobaltia.lv**.

We will respond only to those candidates who will be considered for interviews.