

# OCHRE

## Sales – Russia (part-time)

We are looking for a **part-time Russian speaking** sales executive to significantly grow our sales in Russia. A sales specialist based in either the UK or mainland Europe, you will be expected to manage our Russian client list as well as cultivate new business opportunities both in Russia and remotely.

### Key Responsibilities:

- Define, implement, and manage a business development strategy for products to be sold within the Russian territory
- Achieve ambitious monthly sales targets through proactive selling
- Identify sales opportunities, set up meetings and present OCHRE products and services to clients
- Generate sales quotations and provide all technical and pricing information to clients
- Build and maintain excellent working relationships with all clientele, and communicate new products and developments to them
- Provide management with periodic feedback through periodic reporting, meetings schedule, and client management
- Ensure the CRM client list is kept up to date on a regular basis

### Qualifications & Qualities:

- A minimum of one years' experience working in the luxury interiors market
- Fluency in both written and spoken English and Russian is required
- Competent user of Microsoft 365 – especially Excel and Sage/CRM
- Strong business sense – motivated by target achievement
- Positive attitude and work well in a small team as well as autonomously
- Excellent client facing and presentation skills
- Market awareness and application
- Persuasive and with strong negotiation skills
- Initiative

A competitive salary, commission, and discretionary bonus will be offered to the right candidate.

Please send your application with a covering letter to: [careers@ochre.net](mailto:careers@ochre.net)