

VACANCY NOTICE

This Company is an equal opportunities employer and will not tolerate discrimination in any form. Appointments and promotions are made on the grounds of ability and suitability only. If you have a concern about any difficulty or health condition/s which may affect your application please contact a member of the HR Department

Position: Account Specialist

Department: Handling of Orders

Location: CGT Romania, Decebal Avenue, 116A

Reason for Vacancy:

New Position

Salary Grade: **P04**

OUTLINE OF JOB

Builds upon and maintains existing relationships by supporting the account team in selling the organization's products and services to an assigned set of customers or a geographic region.

RESPONSIBILITIES

- Supports account teams in the selling of the organization's products and services.
- Supports the account team to meet goals of increasing sales within assigned accounts.
- Responsible for supporting the account team in developing and maintaining positive customer relations.
- Coordinates internal communication and interfaces with the account team.
- Provides information to the account team to support the negotiation and implementation of contracts with accounts.
- Assists in organization of customer visits and negotiations.

REQUIRED QUALIFICATIONS

College, university, or equivalent degree in marketing, sales or a related subject required or equivalent industry experience.

SKILLS AND EXPERIENCE REQUIRED

- **Channel Awareness**
 - Ability to identify needs of global channel partners to support customers more effectively.
- **Financial Understanding**
 - Ability to analyze data and perform basic calculations such as Gross Margin, NPV, discounting analysis, price elasticity, and breakeven.
 - Able to formulate a business case to support an idea.
 - Familiar with SOx regulations.

If interested, please obtain an application form from HR Department; our consultant is available for you or send an e-mail at oana.ilie@cummins.com, fax: 0040 351 44 32 58. This vacancy notice is available until 28.06.2013. Only those selected according to the profile will be contacted for the interview.

THANK YOU VERY MUCH AND WE ARE LOOKING FORWARD TO BE PART OF OUR TEAM!