




Company Description

Lontana Group We are a family group with more than 75 years of experience, made up of companies that offer their clients global solutions as an industrial supplier of metal products, semi-processed products, screws and fastening systems. We have a workforce of more than 1,000 people, distributed in 19 centres in Europe, Asia and America, more than 17,000 clients and a presence in more than 100 countries.

Information

 Deadline: 2025-05-27
 Category: Business
 Province: Moravia

 Country: Czech Republic
 City: Olomouc

Company

LONTANA, S.A.



Main functions, requisites & benefits

Main functions

To maintain and develop the country CZECH REPUBLIC Prospect the market, keep active customers and create new customers. To visit contacts and customers regularly 50% of the time. To know the consumption and needs of contacts and customers To negotiate offers, orders, sales conditions, incidents, payments... To make offers through the ERP and indicate the price criteria and negotiated conditions. To guarantee the supply under the agreed conditions. To ensure the availability of raw material. To resolve customer incidents. To report weekly to the area manager and the commercial director.

Requisites

Teamwork, ambition, effort, commitment, optimism, curiosity and exploratory capacity. Person with experience in the Wire and strapping sector and/or industrial sector. (not necessary). Person with previous sales experience and business skills/attitude. Negotiating capacity. Language: Native Czech with a high level of English. Social and business skills. Analysis and learn capacity. Ability to plan, organize and prioritize tasks. Responsible and committed. Availability to travel. Availability of own car.

Benefits

Commercial contract with a fix salary + bonus and all expenses paid. Stable incorporation in a multinational and growing company, with a consolidated position in the market. A great team of people with an excellent work environment. Flexible hours to reconcile your work and family life. You will never stop learning. Personalized and continuous training plan that will allow you to lead your own professional development.

