



<https://top-system.gr/job/regional-sales-manager/>

Regional Sales Manager

Description

Topsystem one of the biggest lubricant groups in Europe, based in Greece is looking for an experienced, highly motivated, and results-driven Regional Sales Manager to lead and expand our commercial activities in the Balkan countries. Based in Skopje, the successful candidate will be responsible for driving sales, managing relationships, and developing our market share across North Macedonia, Kosovo, and Serbia. If you have a proven track record in the automotive aftermarket industry, a deep understanding of lubricants or vehicle spare parts, and the drive to manage a multi-country territory, we want to hear from you.

Responsibilities

- Manage and expand the B2B sales network in North Macedonia, Kosovo, and Serbia.
- Build and maintain strong, long-lasting relationships with distributors, wholesalers, and key retail accounts.
- Identify new market opportunities and implement effective sales strategies.
- Conduct regular market visits within the assigned region to support clients and monitor competition.
- Achieve regional sales targets and report directly to the company management.

Qualifications

- **Industry Experience:** Minimum 5–8 years of solid sales experience specifically within the **Lubricants, Automotive Spare Parts, or Vehicle Aftermarket sector**.
- **Language Skills:** Fluency in **English** and **Serbian/Macedonian** (both written and spoken) is mandatory.
- **Location:** Must be permanently based in **Skopje**.
- Strong negotiation, communication, and interpersonal skills.
- Results-oriented mindset with the ability to work independently and manage a regional territory.
- Valid driving license and willingness to travel frequently across the region.

Job Benefits

- Competitive base salary.
- Attractive, performance-based bonus scheme (uncapped earning potential).
- Company car for professional and personal use.
- Corporate mobile phone and laptop.
- A supportive and professional working environment with opportunities for long-term career growth.

Contacts

Interested candidates who meet the above criteria are invited to send their CV in English to info4@top-system.gr with the subject line "Regional Sales Manager – Skopje" or to our website: <https://top-system.gr/jobs>

Hiring organization

Topsystem Doo.

Employment Type

Full-time

Industry

LUBRICANTS – ADBLUE

Job Location

Skopje, North Macedonia – Kosovo
– Serbia, North Macedonia

Working Hours

08:00 – 16:00

Date posted

05/06/2026

