



# Digital Associates®

RECRUITING FOR TOMORROW

## Your future at the pulse of the digital era

Industry 4.0 is driven by the performance of highly specialized professionals and visionary personalities. Digital Associates helps their customers to find exactly those kinds of people. This is how we become the catalyst of the digital transformation in Germany.

Digital Associates is a natural consequence of the 4th industry, the digital revolution. An urgent necessity in a new recruitment market that requires the highest level of specialization and a deep understanding of the subject matter. We are Germany's first personnel service provider that is consistently geared towards filling positions in the field of future technologies.

To better support our German team, we are currently looking to strengthen our team in Varna, Bulgaria. You are a great fit if: You share our passion for success and digital transformation. You are willing to give your best and go above and beyond. As an employee, you see the opportunity to quickly develop into an expert or manager in an innovative environment and to integrate your employees into high-performing teams with the help of hands-on leadership and natural enthusiasm.

Join our team in Varna as a

### Sales Recruiter (m/w/d)

#### Your responsibilities

- Participation in briefing discussions with sales and/or customers.
- Creation of job descriptions and publication, including on social media.
- Identification and qualification of suitable applicants via a wide variety of channels, also internationally.
- Pre-selection of suitable candidates in the context of telephone and face-to-face interviews.
- Taking care of applicants throughout the application process.
- Maintenance and optimization of the CRM database.

#### Your profile

- University degree or a completed relevant apprenticeship.
- Professional experience, preferably in personnel services or other service-oriented companies.
- Initial experience in target identification or assessment methods is an advantage.
- Self-confident appearance, good communication and negotiation skills in telephone and face-to-face conversations.
- High level of self-motivation, perseverance and attention to detail.
- Willingness for personal and professional development
- Fluent German and English business language skills.

#### Our offer

- A future-oriented role in an expanding start-up with your own area of responsibility and development opportunities.
- Flat hierarchy and a pleasant working environment with motivated colleagues.  
A performance-oriented, transparent and above-average payment for good performance.
- An intercultural orientation with further development and training offers.

Please do not hesitate and contact our head of the varna office Miss Militsa Kodjabasheva with any further questions at +49 30 208 4834 54 We are looking forward to your application via email:

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