

**BASED IN WESTERN EUROPE, SALARY – EUR SIX FIGURES**

**A-BRAND HEIGHT SAFETY AND FALL ARREST RANGE TO BE LAUNCHED THROUGHOUT EUROPE**

**Must have height safety sales experience and man management experience.**

Great opportunity for a sales leadership professional who will account manage large wearer accounts and to join an ambitious company with a fast-growing presence in the uniform and workwear industry. This role is all about sales management, tender submission and dealing with very large multiple wearer accounts as well as driving profitable sales through the sales team, which you will have direct responsibility for recruiting and managing.

### The Company

The employer manufacturer's height safety and fall arrest systems, they have many years' experience in designing and manufacturing height safety systems and have supplied their products globally for many years. They now will be launching a new range of products to the global market in partnership with a well-known global brand name.

### The Candidate

As the successful Head of Sales, you are likely to have significant experience in sales and dealing with large teams of sales and key accounts people in different countries across Europe. You must be experienced in height safety and fall arrest systems and have knowledge of distribution networks and end users.

### Head of Sales – Person Specifications

- Strong high-level account management skills with ability to hunt down new business as well.
- Ability to create and manage large tender submissions and complex distribution agreements.
- Team player who is capable of staff interaction, recruiting a team and direct management of a large complex team across Europe that we be a part of your remit.
- Capable of communicating successfully with senior contacts within the senior management team.
- Experience of dealing in B2B, distribution and end user contract tendering.
- English language and preferably a 2<sup>nd</sup> and 3<sup>rd</sup> language would be preferred.

### Benefits Package

The following benefits package is available to the successful Head of Sales.

Salary: Negotiable on experience, depending on height safety experience, the package could be in excess of €100,000 plus bonus, car and performance bonus options.

### About the client

They are one of the fastest growing companies in the world with ambitions to even bigger internationally in the height safety industry and continue to sell to large organisations in the globally. As the Head of Sales, you will have the opportunity to not only lead from the front but also make a senior contribution to their future growth strategy and as they are part of a group supplying height safety solutions across a wide range of industries, opportunities for personal development are very good and career progression is guaranteed if you can demonstrate your commitment to the company.

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