

BASED IN PARIS, FRANCE.

PPE MANUFACTURER - SALARY IS NEGOTIABLE ON EXPERIENCE

## The Company

Excellent opportunity to work for a growing manufacturer of safety shoes. You will be responsible for promoting and selling company products and services to achieve targeted sales within your allocated territory.

## The Role:

- Proactively seek new opportunities and potential customers
- Maintain relationships and build a portfolio for new and existing clients and customers
- Advise and successfully sell to customers
- Work in a team to meet all set targets
- Achieve upsell and cross-sell and reach agreed targets
- Address and overcome any potential problems by suggesting prompt solutions
- Be an active part of the Sales Team, supporting strategy development and team communication, sharing knowledge and opportunities wherever possible
- Clear and direct communication internally as well as externally.

## The Candidate:

- Previous sales experience
- Extensive field sales experience in B2B
- Knowledge of the PPE market and / or the products would be a plus
- Excellent communication skills (both oral and written) in English and French.
- Team player with a driven and positive attitude.
- Customer oriented
- Strong computer literacy in all Microsoft Office applications and database applications
- Strong project management skills
- Previous experience and success in key account/sales management
- Ambition to progress within a fast-paced environment