

BASED IN LYON, FRANCE

SALARY IS €60K-€70K – PPE FOOTWEAR

The Company

This is an incredible opportunity to enter and be part of a dynamic manufacturer of sports and lifestyle footwear and clothing as a Sales Manager, based in Lyon, France.

The Role

- Execute company Strategy in the French market in collaboration with the Sales Manager WesternEurope
- Manage and improve the current business, complying with the Distribution Policy and TradeTerms
- Identify new opportunities, managing the existing business, generating new leads and enlarging thecustomer portfolio
- Create and execute a comprehensive country sales plan
- Responsible of the Sales and Margins P&L of the country
- Execute Marketing strategy, set by the Company and the Supervisor, into actions on the assigned field
- Identify and develop Key Customers
- In charge of managing agents: defining target, canvass, reports
- Maintain proper relationship with the Supervisor in terms of planning and reporting
- Facilitate payment together with administration department
- Support and collaboration with the HQ departments: Customer Service, Marketing, Merchandising,Product development, Adm., Legal
- Collaborate with the Sales Manager Western Europe Utility to define the yearly sales Budget, the monthly forecast and to guarantee all the information related to Sales

The Candidate

- Bachelor's degree in economics or equivalent
- At least 10 years' experience in PPE (Personal Protective Equipment) market, dealing with agents
- Able to manage and coach agents
- Able to develop and to grow a business, with strong level of initiative and prioritization
- Able to work in autonomy following the company and supervisor guidelines
- Able to spot business opportunities
- Negotiation skills
- Good analytical skills and Problem solving oriented
- Very good interpersonal skill
- Good level proficiency in office automation (Word, Excel, PowerPoint)
- Travel requirement 50% time
- Fluent in English. Italian knowledge is a plus
- Positive, proactive and flexible attitude
- Strong communication and relationship skills; team-working oriented

TO APPLY, EMAIL: Jamie@tagsearchandselect.com