



COUNTRY SALES MANAGER DACH

ASPOM is looking for a Country Sales Manager for German speaking countries to oversee the development of a brand in Germany, Austria and Switzerland

The candidate should be hard working, attentive, have a good knowledge in the Action Sports, Sports and Lifestyle markets.

The Candidate should be able to manage and develop a direct sales team.

The position reports directly to the European Sales Director.

TASKS

- Manage existing sales team of direct sales representatives and independent agents
- Develop sales strategy for optimum market penetration keeping long term brand value in mind
- Establish annual & seasonal sales targets by division, territory & customer following the guidance given by the European Sales Director
- Develop key account plans with European Sales Director
- Manage Key Accounts & Partner Stores
- Review key account progress on a seasonal basis
- Analyse and Report on sales trends vs forecast
- Effective communication with internal and external people
- Manage SMU programs with Key Accounts and products department
- Collaborate with Marketing team to provide the right marketing tools to your market

PROFILE

- minimum of 4 years sales experience in Germany/Austria (preferably in Action Sports/Sports/Lifestyle brands)
- affinity for board sports / lifestyle industry
- management and organisation skills
- good communication and interpersonal skills
- positive can-do-attitude
- good knowledge of Microsoft Office programs
- fluent in English, German mother language

WHERE TO APPLY

Please send your application including CV and introduction email mentioning your current salary package exclusively to Carole DIGER ASPOM Agency on : carole@aspom.com or applying on our website: <http://www.aspom.com>

Based in Munich, Germany