

Olatu

Director of Sales



THE COMPANY.

Olatu is part of the Pukas Surf Group, a family driven company based in the Basque Country of Spain. Its main activity focuses on manufacturing and distributing brands in Europe such as Pukas Surf, Channel Islands, ...Lost, Captain Fin, Chris Christenson, Bob McTavish, Indio Surfboards, FCS and more.

THE ROLE.

Olatu is looking for a Director of Sales. Current sales activity is mainly oriented to wholesale with an experienced team of agents in Europe. He will report to the CEO. The Director of Sales will coordinate all sales activity and drive business growth, both on and off-line. He will participate in the definition of the strategy and action plans, being responsible of its implementation. The position will work full-time at our headquarters in the Basque Country, Spain.

EXPERIENCE & REQUIREMENTS.

The Director of Sales candidate will possess the following:
Extensive experience working in a senior sales role.
Considerable experience in European/Global markets.
Experience on surfboards/sportswear/apparel and/or premium retail.
Business / Sales degree. Master degree is a plus.
E-Commerce knowledge will be highly appreciated..
Building and Leading Teams.
Capable of providing clear direction and business solutions to maximise individual and team performance.
Able to build and sustain relationships across all functions and through all levels in an organization to ensure seamless integration and flawless execution of business plans.
English / Spanish bilingual. French is a plus.

HOW TO APPLY.

Please apply sending an email + cover letter with your CV to dtalavera@olatusurf.com.

