



DIRECTOR OF SALES AND MARKETING

NORTH AMERICA AND ASIA PACIFIC

From Lake Wanaka New Zealand, Mons Royale creates technical merino clothing that delivers on both performance and style. It has been our philosophy from the start, we don't think you should have to compromise either one of these which is why we design garments that perform brilliantly and look great.

With our head office located in the Southern Alps of New Zealand and a brand new office opening Innsbruck, Austria, we're sticking to our values of driving a local brand from mountain towns around the world enabling us to attract some amazing employees and build a business around what it's really about.

As Director of Sales & Marketing you will be a key influencer in rapidly growing the Mons business in North America and Asia Pacific. We want you to have a passion for sales and marketing and be up for a challenge. At Mons Royale we set out to love the work we do so if the following role is something you think you could fall for then we would be stoked to hear from you.

MISSION

- **Revenue Growth:** Responsible for rapidly growing the Mons business in North America and Asia Pacific by increasing key account market share and distributor, wholesale and direct to consumer sales
- **Market Strategy:** To confidently lead go to market, launch and in season sales and marketing strategies for all channels
- **Sales Management:** To lead and coach our sales managers, reps and agents in North America and Asia Pacific to achieve performance targets

YOUR STYLE

- **Connector:** Enthusiasm for and ability to build a large network within the wider community and helps us rapidly grow revenue. Willingness to lead from the front, be hands on proactively identifying new areas of expansion for the business and turning them into successful sales outcomes.
- **Influencer:** Communicate and present in a persuasive manor enabling us to engage with leading accounts throughout North America and Asia Pacific. Demonstrates the ability to get the internal team behind you and bring everyone along for the ride.
- **Decision Maker:** Ability to take complex situations, weigh up the facts and make decisions that builds the business. Displays a high level of insight, and commercial acumen.
- **Goal Orientated:** Passion and ambition welcomed.
- **Empowers the team:** Motivates the sales team setting clear goals, accountabilities and expected outcomes to give your team all the tools they need to be winners.