

A unique opportunity has arisen for an experienced Sales and Marketing Manager. The successful candidate will have the sales, marketing and language skills needed to develop solutions for the European market.

Job Profile

Sales and Marketing Manager

Geography:

Austria, Switzerland, Germany and Czech Republic

Job role:

Reporting to the Business Unit Manager – North Europe and East Asia. Job entails creating a catalogue of possible solutions by segment and selling these solutions to garment makers and end users indicated in segments below. Sales are achieved either when a garment maker or a laundry company starts carrying the products in their catalogue or when an end-user accepts specifications.

Education:

Basic degree in Humanities (e.g. Economics, Finance or Sales/Marketing)
Secondary degree such as an MBA is a must

Industry background:

Minimum 5 years of work experience, ideally 7 to 10 years.

Experience in Personal Protective Equipment industry in any one of the German speaking countries listed above.

Experience ideally in selling protective garments (heat and flame), protective footwear, helmets, heat and flame resistant gloves to end-users in Fire brigades, Military, Police, electrical utilities or oil refineries

Experience in following skill sets:

- ability to create a marketing plan.
- ability to create a sales budget.
- ability to implement a sales budget to achieve measurable results.
- ability to develop a business of multi-million Euros in size.
- ability to decide on a communications and advertising strategy for a particular given budget.

Language skills:

Native German speaker
Good ability to communicate in English

Further Information:

If you are interested in finding out more, please contact Rob Goddard on <mailto:rgoddard@evolutioncbs.co.uk?subject=Sales and Marketing Vacancy> and attach a current resume