

Managing Director (Sales) – Czech Republic

Our client is a highly experienced and continually expanding international wholesaler for the carpentry and furniture industry. With around 400 employees and several international offices, the organisation is the European leader in edges and accessories. In order to enhance further growth on the Czech market we are seeking a sales-driven Managing Director for the sales office in Prague.

Job location: Prague

Job description:

- Direct and manage all sales activities within the country
- Leadership, coordination, motivation and control of the sales managers and back office staff members
- Access local market conditions and identify current and prospective sales opportunities
- Acquisition of new clients and active consultancy of existing customer contacts
- Key account management and establishing and cultivating of long-term business relationships
- Definition, planning and implementation of the strategic goals concerning revenue and profit in close cooperation with the head office

Requirements:

- Academic degree in business, engineering or similar
- Several years of sales and management experience in furniture industry
- Market overview, relationships and connections to potential customers
- Strong open-minded sales personality
- Very good communication and negotiation skills
- Team player, strong in modern leadership and management techniques
- Native language Czech, very good in English or German
- Willingness to travel

If you believe you meet the criteria to apply for this role and want to be a part of an international company, please send us your detailed CV to application@remel-es.de.