

Sales Manager – South West France

Our client is a globally recognized German manufacturer of technical hose systems with over 135 years of industry experience. The company is a leading provider of high-quality PVC, PU, and rubber hoses, as well as matching couplings and accessories. It serves a wide range of customers – from large international corporations to medium-sized enterprises – across sectors such as mechanical engineering, energy, and the food industry.

To further expand its market position in France and drive business success, our client is looking for a dedicated and results-driven Sales Manager to cover the territories including Clermont-Ferrand, Bordeaux, Toulouse, and Montpellier

Location: South West France

Job description:

- Gaining business to business sales based on customer requirements within the market.
- Primary focus on development of new business opportunities to enlarge our existing customer base within our main target areas.
- Development and co-ordination of sales actions / activities in line with our operational structure outlined by the headquarters.
- Market research, detailed analysis of trends and patterns within our sector and adding valuable potential to our growing database system.
- Effective data management and record keeping and working with our unique reporting systems / structures to communicate activities in your sales area.
- Reporting to Sales Director EMEA.

Requirements:

- Proven track records and solid background in technical sales.
- Willingness to learn a new range of very technical products within our market segment.
- Experience in effective communication.
- Solid business skills and proven track record in a business environment.
- Flexible and high willingness to travel.
- Ability to work alone when required but also able to work as part of our team.
- Solid English skills, French native

What our client offers:

- A challenging task with good development opportunities within the role.
- Full Training on our products, processes and systems.
- A flat hierarchy and a great deal of creative freedom.
- Company car, laptop and mobile phone to conduct the work tasks.

If you believe you meet the criteria to apply for this role, please send us your detailed CV in English to application@remel-es.de.