

Country Manager Spain

Our client is an international medium sized company and it is one of the leading manufacturer and distributor of branded merchandise, including apparel, shoes and accessories for babies, children and teenagers. The company is a supplier to all European leading chain stores, mail order houses and hypermarkets. In the past decade our client achieved an enormous expansion. In order to enhance further growth our client is seeking a proven Country Manager for the Spanish market.

Job description:

- To grow the company's sales and contribution through the independent retail sector ensuring that company profitability is the priority in all sales calls
- To attend trade shows and company events as required
- To ensure administration and weekly call report is completed and submitted in line with company timescales
- To plan own workload by ensuring two prospect calls per day are made, completing a weekly journey plan in advance and planning sales strategies for both existing and prospect accounts
- To provide excellent customer service by dealing with any customer account issues promptly and liaison with sales office to satisfy any customer requirements
- To provide regular feedback to the company on competitor activity and tactics

Requirements:

- Successful experience in sales of apparel (children apparel desirable)
- Experience in textile industry
- Excellent knowledge of Spanish language (on a native level) and very good knowledge in English (oral & written)
- University degree in business administration or other similar faculty
- Competent, independent, goal oriented and cost conscious working behaviour, as well as friendly and confident appearance
- Very communicative and open-minded person
- Willingness to travel

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.