

Regional Sales Manager Traditional Trade

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Company: Freudenberg

Location: Poland

Category: other-general

Empowering people, creating technology.

Responsibilities:

maintain relationships with wholesalers (developing cooperation, creating tailored promo plans, collaborating with distributor's sales forces., conducting training sessions and business meetings)

achieving sales and distribution goals for selected customers (quarterly/annually)

participate in annual negotiations and monitor the implementation of agreed trading conditions

present & list of new products in the assortment matrix of customers

develop, coordinate and implement the promotional grid and marketing standards of the company with customers

building cooperation with regional chains

organizing and participating in industry trade fairs

managing field salesforces (potentially)

Interactions (internal & external)

Wholesalers/Distributors

Regionals chains

Local Marketing, Logistics, Finance, Field Salesforce

Key Account Managers, sales and brand group responsible

Qualifications:

Experience in a similar position in the industry – at least 4 years;

Experience in cooperation with Distributors/Wholesalers

Experience in cooperation with customers in the traditional trade and supermarket channels

Experience in conducting trade negotiations at the local/central level

Knowledge of English at least B1 level

Good work organization, independence, systematicity, accuracy and conscientiousness in performing assigned tasks

Readiness for business trips within the country

Category B driving license

good understanding of client P&L and ways to activate

good understanding key financial figures

Specific Skills

ability to work both independently and in a team

excellent level of self-managent

good communications skills

excellent organization

good negotiation and analytical skills

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