

Job Description

Territory Manager France Spain Portugal (m/f/d)

1. Company

For a leading multinational European manufacturer of industrial counting and control components with market presence around the globe we are looking for a Territory Manager France, Spain, Portugal (m/f/d).

Within a multinational corporation the product range consists of counters, rotary encoders, industrial controllers, temperature controllers and relays and is supplemented by printers and cutters. Our client is a member of a global group of companies yielding more than 6 billion Dollars sales and exhibiting two-digit growth rates and apart from attractive job conditions offers numerous development opportunities within a multinational corporation.

2. Vacancy

For our client we are offering a position (in Home-Office) as

Territory Manager France, Spain and Portugal (m/f/d)

It would be required that the ideal candidate is located in South West Germany near the border to France.

Main responsibilities and tasks:

- Responsible to develop and execute the company's business plan for the territory (including Channel partner business plans)
- Increase sales by understanding the customers' detailed requirements and needs, and by using specialist expertise to proactively develop new business opportunities. Make presentations and run seminars/workshops for and with customers
- Help formulate, and develop business strategies and plans to achieve targeted growth and maximize market opportunities for both the company and channel partners
- Drive expansion and maintenance of the customer database maintained in CRM system
- Drive expansion and maintenance of the company's opportunity funnel in the region; provide and maintain an accurate sales forecast on a weekly, monthly and quarterly basis
- Applying the Channel Partner program, including CPTD, bonus scheme, conferences and meeting points, growth plans
- Liaise and collaborate heavily with Key Account Management, Sales Operations, marketing and tech support to ensure strategic product needs of channel partners are met, bringing new business to the company

3. Qualification and Profile

- Responsibility for sales and contribution margin
- Ability to identify, appoint and manage additional channel partners and customers to grow the network and complete geographical cover for all products
- Monitoring and analysis abilities for market and customer activity to provide information for long-term planning and business expansion
- Excellent communication skills for target channel partners and customers to ensure a coherent strategy is presented
- Identification of customer opportunities and involvement with a hands-on role in the sales process
- Fluent language skills in French, English and preferable Spanish

4. Others

The candidate (m/f/d) agrees to keep private all information he has become known as part of the application process, especially address, position, company name and contact person of the customer of TW CONSULT and that he will not give any information to others.

5. Contact

Please forward your application including your salary expectations and notice period to by mail to info@tw-consult.com

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