

Job description

Job title: Regional Manager Benelux & Scandinavia

Department: Sales

Locations: UK

Reporting Line: Sales Director

Purpose of the job

CBS is a business built around innovation and customer service. Operating within the Sales team, the individual will be responsible for accounts within the 'independent channel' in both the Benelux and Scandinavian region. You will be required to service these accounts and grow both the number of accounts and turnover within the region.

Candidate Profile:

You will be self-motivated with the ability to organise your workload in line with the demands of the department. You will manage your tasks to completion, whilst achieving pre-established deadlines with your colleagues and/or customers. You will be flexible, sociable and happy to work in a multi-tasking environment. With a "can do" approach, you should be able to work both on your own and as part of a team, you will need to demonstrate the ability to share market feedback with other departments /colleagues for the ongoing development of the company's portfolio of product and services. You must also be an able presenter who feels comfortable with public speaking. Ideally we would like someone with experience in managing accounts with a hands on approach.

Account Management Duties:

- Identification and development of sale opportunities within the Regions with both existing and new clients
- Identification and setting up of new distribution partners and resellers
- Product training and demonstrations, this includes client end user mock ups.
- Responsible for building new and developing existing relationships within the Regions
- Provide regular feedback to CBS design department on market trends and product developments by competition
- Actively research and identify new dealers and business opportunities within your allocated regions.
- Work closely with your Sales Support to ensure a smooth process for Order processing, deliveries and day to day admin duties.
- Contact all leads with 24 hours

General Duties:

- Assist with product development knowledge feeding into Design briefs
- Reporting in the same way as Account Managers, completing pipelines, sales forecasts, daily visit sheets and to keep client folders up to date on CRM
- Undertake quotations, sample requests and the general administration duties that come with Account Management.
- Attend sales meetings
- Work with dedicated Sales Support person so they can assist you in day to day admin duties when you are not in the office
- Plan trips in advance and follow travel and expenses policy

Regional areas to be covered:

Holland
Belgium
Luxembourg
Denmark
Sweden

Norway
Finland

Competencies:

Comfortable working as part of a team
Able to multi-task and prioritise workloads
Able to work quickly and accurately under pressure
Computer literate and confident with the use of Microsoft Office applications (word, excel)
Presentation skills
Build relationships with clients
Numerate
Time management
Customer focus
Flexible
Sociable

Desirable

Languages: French, Swedish or German