

# **INTERNATIONAL SELLER (EXPORTER)**



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**Mercredi 11 septembre 2019**



**DEFINITION**

**MAIN TASKS**

**A CLASSICAL DAY**

**WAGES & CAREER PERSPECTIVES**

# DEFINITION



The **International Seller (IS)** must ensure the **development of sales** of his company **abroad**.



In *most companies*, the IS is in charge of a **specific geographic area**



In touch with **distribution network** and **local companies**



Lot of travels – may be tiresome



*Bac+5*



# MAIN TASKS



- Consultation of the clients regarding **insurances, duties** and **taxes**
- Monitoring of the arrangements that the employees make
- Search for possibilities to **reduce taxes**
- Maintenance of **customer relations** and participation in the organization's **sales activities** to be successful in his position
- Assessment of **new marketing and sales opportunities** as well as presentation of those estimations to the respective managements
- Ensuring the efficiency and effectiveness of **imports and exports**

# A CLASSICAL DAY



During the course of the day, they may **negotiate with a variety of people**, such as *shippers, agents and vendors*, and are expected to have excellent customer service skills in **dealing with customers**.

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Export managers are also often responsible of **employees management**, which often includes the **hiring, training** and **supervision of staff**.



# 40-60K€

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*Export Director*

*Commercial Director*

*Take the Direction of a new international branch, VP position.*



International Seller (exporter)

# OUR OPINION

