

<https://www.linkedin.com/jobs/search/?currentJobId=4123616401>

AR-Germany, Austria, Switzerland, Finland, Denmark, Sweden, Norway(J10232)

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1. Sales Leadership: Proven experience in driving sales strategies, achieving revenue targets, and leading high-performing teams in multi-regional markets.
2. Retail Account Management: Extensive experience managing and developing relationships with key retail partners across diverse markets.
3. Strategic Thinking: Ability to analyze market trends, identify growth opportunities, and implement effective sales strategies to increase market share.
4. Cross-Cultural Communication: Strong cultural awareness and adaptability across Iberian, Italian, and Middle Eastern regions, with fluency in Spanish and proficiency in other relevant languages.
5. Negotiation and Influence: Expertise in negotiation, relationship building, and influencing decision-makers within retail organizations.

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1. Bachelor's Degree in Business, Marketing, or a related field; MBA preferred.
2. 10+ years of Sales Experience, with at least 5 years in a leadership role overseeing multiple markets.
3. Experience in Retail and Consumer Goods sectors within the Iberian, Italian, and Middle Eastern markets.
4. Fluency in German; additional language proficiency in Danish or Finnish is highly desirable.
5. Proven Success in Cross-Market Operations with demonstrated ability to meet or exceed sales goals across regions.