

Our client is one of the two leading companies in its field in Europe. For over 80 years, this renowned manufacturer has been developing and producing electrothermal and thermostatic fittings and components for the heating, plumbing and ventilation sector as well as for the automotive industry. With locations situated all over the world, the company employs 390 people and currently achieves a turnover of around 75 M€. Absolute market leader position in the plumbing sector, the company has a leading market share in the heating sector. The registered head offices and R&D are situated in the Paris area, the very modern factory is based in Western France.

With regards to the heating-plumbing-ventilation division, the European and overseas markets are constantly growing and this existing growth potential is to be fully exploited both in the United Kingdom and in some connected overseas markets. In order to further strengthen the existing market position in the region (current turnover is 6 M€) we are looking for an

Area Sales Manager – UK / Ireland / Scandinavia / overseas markets (m/f)

(overseas markets : Australia, New Zealand, India)

Your responsibilities:

You will be responsible for supporting the current customers (OEMs) and distributors within the specified zone. In particular, you will support manufacturers of heating system installations and in the plumbing sector suggesting complete solutions. You will be responsible of acquiring new customers and developing the sales organisations in your countries. You will be able to run the strategic sales development efficiently, identify needs and medium-term projects, carry-out technical customer support and present new products. Thereby, you will be the key element between your clients and the factories and product engineers in France. You will be reporting directly to the International Sales Manager.

Your qualifications:

- You are a motivated, mobile and independent BtoB sales professional;
- You are exceptionally confident when it comes to negotiations and presentations, you already have acquired experience in international technical sales and customer service as well as a very good technical understanding (mechanics and electronics but also thermodynamics, fluids, hydraulics, pressure regulation, temperature);
- Preferably, you are currently working in the specified industrial sector and/or the heating, plumbing, ventilation, air conditioning and/or the automotive industry;
- In addition you have got a thorough commercial or technical training or equivalent studies;
- You are solution-oriented and have the ability to assess client enquiries in terms of technical and commercial feasibility;
- Your work approach is characterised by professional creativity, independent business acumen, drive and strong commitment;
- You speak very good English. Another European language or French would be an advantage, but this is not at all mandatory;

This job can easily be carried out from anywhere within the UK on Home Office basis. 50% travel of which the main part is in Europe and 3 trips of 1-2 weeks per year to your overseas countries.

If you are interested in this exciting and varied position with great responsibility and good advancement potential, please contact us preferably by mail in our Paris office. Reference number **GBF Area Manager**.

IMS International Management Services

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