



Our customer creates and provides since 1951 the worldwide most innovative, durable and highest quality products for the food service industry. The company's longevity in a very competitive field for more than 60 years certainly proves the loyalty of customers of all sizes and in all segments of the industry. From hotels to healthcare to caterers, from restaurant chains to educational facilities, the company understands the food service business and designs products with the end user foremost in mind.

The company has operations in all parts of the world and is looking today for a

Territory Sales Manager – POLAND, CZECH, SLOVAKIA & HUNGARY

Key Responsibilities

- Organizing sales within Eastern Europe: Assigned territory: Poland (priority country), Czech Republic, Slovakia & Hungary
- Effectively manages, directs, coaches and supports the key distributors & strategic end-users in the region. Provides sales training, guidance and accountability to teams. Provides support and helps them prioritize, plan work and focus on sales goals.
- Works effectively with sales tools such as SalesForce.com, Outlook, Smart Phone, I-pad, Power Point, Excel & Auto-Cad...
- Develops and executes business plan and sales strategies for the territory, for key distribution partners and strategic chain accounts within key market segments coordinates with RSM.
- Ability to think strategically, execute sales tactics, analyze markets, analyzes sales, manages and develops sales of products to maximize overall sales performance.
- Supports the Regional Sales Manager on projects: work on tenders, specs sheets & RFQ (quotations),
- Track the new projects in his/her assigned territory closely, update Sales Force accordingly.
- Work closely with his/her strategic dealers, support them on projects by providing required, quotations, spec sheets on time.
- Participates to the elaboration of marketing activities & supports them on the field
- Manages and controls selling expenses.
- The position is based in Poland in a home office.

Requirements

- A bachelor's degree in business or marketing (preferred)
- Proven 3-5 years successful track record in a sales position. Foodservice industry experience preferred and with a heavy equipment background
- Good networking abilities and extremely well organized
- Strong leadership, organizational, planning, analytical, communication, presentation, negotiating, and persuasive sales skills
- A team-oriented person, leading by example, confident & humble
- Able to work under pressure
- Effective at Word, Excel, Auto-Cad and PowerPoint software skills
- Enthusiastic, Self Driven, Motivated, High Energy, Competitive Nature and Passionate about Leading and Winning
- Fluent in English & Polish; any other language would be a plus
- Knows the region he / she will be working on
- Able to work under pressure & meet short deadlines
- Must hold a valid Passport and driver's license and be able to travel freely with no restrictions throughout Europe, including being able to drive a car.

Please send your application by email to

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