



CAMPBELL & PARTNERS
EUROPEAN RECRUITMENT CONSULTANTS

Ref: AW/1299

SALES MANAGER FOODS

Client:

As a leading, international name in the food sector, our client is consistently recognized for the quality of their brands and is currently undergoing a period of significant and exciting change and growth. As a result, we are now looking for an astute professional to make a major contribution to the future growth of the German operations.

Location: Hamburg

Responsibilities:

- assume P&L responsibility for the business in Germany
- develop and implement strategies to maximize sales growth at both existing and new national retail and wholesale accounts
- lead your team of sales and business development specialists
- assist with the further development of the product range and distribution channels
- implement relevant promotional activities and optimize sales promotion budgets
- drive continuous competitive benchmarking
- report to the local Sales Director

Requirements:

- preferably university educated
- successful track record eg at Senior Key Account Manager level within a relevant FMCG environment
- able to demonstrate (1) consistent over-achievement of sales targets (2) first-class contacts to the decision-makers within the retail and wholesale trade and (3) business development experience
- proven skills in the following: leadership, strategic thinking, business analysis, presentation, organization, co-ordination and communication
- solid English skills a distinct advantage
- an ambitious executive who enjoys high commitment and a non-hierarchical working environment

Please e-mail your application to: first@campbell.de