



# Example of Sales Manager Europe Job Description

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Our company is growing rapidly and is hiring for a sales manager europe. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for sales manager europe

- You develop strategic plans short- and long-term targets with focus on developing the business for Colloidal Silica in South Europe with emphasis on Italy, France and Spain
- Usage of CRM and related systems/tools
- Contribute to the annual plan, quarterly updates and long range planning processes
- Generate your own leads within a wide range of mid-size advertisers advertising agencies in Central Eastern Europe (Slovakia, Czech Republic)
- Create and execute on the JLS Portfolio penetration plan in territory
- Selling our collection along with developing and executing sales concepts in an international environment
- Managing business partners / business regions in all aspects
- Define and optimize individual purchase budget
- Gather sell through statistic and KPIs from business partners, analyze and prepare for action and internal reporting
- Define distributions strategy per line / area in close collaboration with team leader

## Qualifications for sales manager europe

- Supervise and monitor the sales performance of international and domestic RM's as applicable
- Support Marketing for tradeshow coordination and local customer events
- Input data into the CRM tool for market evaluation and data support

- Demonstrate the importance of face-to-face customer interaction with our customer base
- Track, monitor and guide customer visits to ensure we are providing customer service that drives sales results and meets targets