



BUILDING VALUE SINCE 1906

Summary:

This position is responsible for leading a sales organization towards maximizing sales volume and executing corporate strategy across Europe. This position requires a strong command of consultative selling to architects, distributors, and contractors involved in non-residential construction. This position requires 50% travel within Europe. In this role, you will report to the company's Vice President, International.

Job responsibilities:

- Design, execute and manage sales and marketing strategies in the field, modifying them to reflect the nuances of local European market conditions.
- Achieve growth and hit sales targets through active leadership of representatives, distributors, and a small sales team.
- Adopt consultative selling approach to customers whilst being aware of the type of competitive advantage the company offers in the context of different countries in Europe.
- Effectively train and develop new and existing representatives and distributors across Europe.
- Promote the company's products to and build strong relations with contractors, designers, and architects.
- Prepare monthly reports detailing analysis of business issues, activities and progress against established goals, identifying challenges and proposing short-term action plans.
- Conduct sales calls, propose effective agendas, ask probing questions, recommend appropriate benefits and solutions, and close with mutual agreement as to next steps.
- Demonstrate advanced skills in understanding large and complex end user customers and distributors, and Employ advanced networking negotiations techniques to prospect and sell to those customers' requirements, while managing special demands on the company.

Your profile:

- Bachelor's degree in business administration, sales and marketing, design or other related field.
- Minimum five years international B2B sales management experience.

- Experience training, developing and leading distributors, representatives, and employees to accomplish organizational goals and objectives.
- Excellent communication skills with the ability to adjust interaction to different levels inside and outside the organisation.
- Fluent in English, German fluency is preferred and a working knowledge of other languages is a plus.
- Strong business acumen with the ability to understand general business and financial concepts.
- In-depth problem solving and analysis: Solves difficult problems through careful and systematic evaluation of data, possible alternatives and consequences.
- A driven, independent, positive personality with a proactive attitude and a sense of curiosity and diplomacy.
- Highly organized and detail-oriented.
- Successful track record in sales-driven environments and superior sales and management skills.
- Strong communication and presentation skills, both written and verbal.

About the Company:

Bobrick, headquartered in North Hollywood, CA, is the industry-leading manufacturer of Stainless Steel commercial washroom accessories with 100+ years of experience (back when it was a start-up, Bobrick invented the lavatory-mounted soap dispenser!). A mid-sized, privately owned company, Bobrick includes brands such as KoalaKare, operates 6 manufacturing facilities throughout the US and Canada, and conducts business in over 88 countries worldwide.

Bobrick's Culture:

We view our culture as a competitive advantage and a foundation for continued success. Our positive and supportive culture encourages our people to do their best work every day. Bobrick respects work-life balance, has a strong commitment to employee development and attributes its success to four core values and their alignment with its employees, suppliers, sales representatives, distributors and other channel partners.