

MANAGING DIRECTOR SPAIN (a.g.)

Location: Spain
Referenz: MD-DS

DIRECT SALES PLAYER (B2C) FOR PREMIUM GOODS

- Internat. manufacturer & direct marketer of a high-quality consumer goods brand, being market leader in the high-end segment, with highest consumer satisfaction
- Present in many countries in EU/Asia with well over 10,000 sales consultants, most of them working part-time on freelance basis as usual in direct sales
- The client generates a global turnover in the 3-digit Mio. € range and is systematically driving expansion, by entering new countries and segments
- Spain is an important market for the company and has significant potential, due to opportunities in regional penetration build up and in brand/ sales activation.
- The Spanish business currently generates sales on a lower 2-digit Mio. € level, with approx. 700 freelance sales agents in the market.
- We are currently looking for the new Country Head for Spain, who can provide a strong background in Sales & Marketing and in Commercial Management, being able to further develop a people-driven business and the according sales structure

YOUR KEY TASKS

- Lead the Spanish organization to foster profitable business growth, based on the agreed business plans, with full ownership of the P&L
- Heading the commercial strategy, steering commercial plans with a strong focus on revenue and cost management to increase profitability
- Support, drive and lead the business transformation of marketing and sales processes into the digital area, to drive penetration in new target groups
- Developing the sales organization, systematically motivating the team, providing the recruiting framework to further grow the current sales consultant's network
- Steering the day-to-day operations, based on a structured and disciplined KPI based business controlling, especially in sales and in digital brand activation
- Enable the leadership team and delegate appropriate responsibilities

YOUR CHANCE

- Representing a high-end consumer brand with highest satisfaction rates, which stands for convenience and a modern lifestyle
- True leadership role on C Level, with comprehensive responsibilities
- High level of independence within the frame of the company strategy
- Working in an attractive, very people-oriented business, that offers attractive incentives for performance driven sales personalities
- Direct reporting to the CEO of the company
- High international exposure in a dynamic and stimulating working environment



Leadership
Role



Premium
Products



Internationality



Figuration
Freedom

YOUR PROFILE

- Experience in full P&L management, knowing how to manage and control revenue, pricing/ margin, structural costs, and sales/marketing expenses
- Deep understanding of consumer driven businesses, able to strategically use new/digital marketing tools, like CRM and social media campaigning
- Minimum 10 years of professional experience in growing leadership positions, ideally in market-oriented roles and with a minimum experience in Direct Sales
- Expertise in managing a sales line organization would be beneficial
- Charismatic and positive leadership personality with strategic and operational strengths, openness for new ideas, inspiring a "can-do" approach
- Academic background in Business Administration/ Economics (preferably) or an equivalent education
- Spanish on native speaker level, excellent English language skills

INCHARGE
connecting the best heads in consumer goods

We are looking forward to getting know you

If you feel that this position appeals to you with your skills and experience, we look forward to receiving your informative documents in English. Our partner in Spain, Alessia Maggiulli, will be happy to advise you by phone at +34 617 918917.

InCharge Management GmbH North
Konsul-Smidt-Str. 8e - 28217 Bremen

InCharge Management GmbH South
Maximilianstraße 2 - 80539 Munich

www.incharge-management.com

Let's get connected:



Please send your documents with the reference at
a.maggiulli@incharge-management.com:

Angabe der Referenz: MD-DS
Angaben zu frühestem Startdatum/Gehaltserwartung

Of course, we will treat your documents and data strictly confidential.
Only after your Explicit approval, we will forward them to our client.