



Position :	Regional Sales manager Golf & Sport
Location :	Northern Europe
Date posted:	1 st July, 2019
Ref:	OLM164
<u>OLMIX GROUP:</u>	<p>As a specialist in marine biotechnology, Olmix Group provides natural sources of nutrition and health to plants, animals and people, for a complete, consistent food and health chain, thanks to algae!</p> <p>A desire to provide natural alternatives to agricultural additives led to the creation of Olmix Group in Bréhan, at the heart of Brittany (France), in 1995. In 20 years, the company has become one of the major global specialists in marine biotechnology and green chemistry. Olmix Group provides natural sources of nutrition and health to plants, animals and people, for a complete, consistent food and health chain, thanks to algae!</p> <p>Olmix Group employs 910 people and has a turnover of EUR 170 million in 2018, 80% of them of sales exported. Olmix commercial structure is based on a network of 29 establishments covering more than 100 countries on the five continents. The company has 12 production sites in Europe, 1 in Asia and its innovative character, in tune with the change of environmental regulations in the world, constitutes an important reference in sustainable development.</p>
<u>Job description :</u>	<p>In the Plant Care sales team, we are looking for an enthusiastic sales regional manager for Golf & Sport Northern Europe.</p> <p>Your main missions:</p> <ul style="list-style-type: none"> • focus on sales realization • realize sales to reach the budget defined by the sales manager. <p>Draw up plans:</p> <ul style="list-style-type: none"> • Set sales prices with supervisor. • Set up a sales plan for own sub-market, based on management and company targets per country and product. • Contribute to marketing plan for own sub marketing regarding promotional support (product brochures, promotional material, exhibition participation, etc.) <p>Realization plans / acquisition:</p> <ul style="list-style-type: none"> • Selecting new (foreign) distributors / customers. • Connect with potential relationships and optimize / maintain contacts with existing relationships, through commercial and technical support (product) support. • Consult / negotiate with distributors / customers regarding delivery and application possibilities (and pricing). • Consult with supervisor about deviations on applicable guidelines / agreements. • (Organize) provide quotes, consignment of samples, sales documentation • (Organize) ensure order processing. • Talk to distributors / customers about payment due and demand compliance. • Resolving complaints (consultation distributor / customer, find solution (consulting internal staff and with supervisor).

	<p>Follow market developments:</p> <ul style="list-style-type: none"> • Collecting market data through visits to distributors / clients / exhibitions and consulting professional literature and internet. • Collects third-party information and compares competing products with own products (or organize to compare). • Presents conclusions and findings in a commercial consultation. <p>Contribution to product development:</p> <ul style="list-style-type: none"> • Signal and analyze new developments for the own division and evaluate the opportunities for Olmix / Melspring. • Concretize desired product characteristics by distributors / customers and submit the product development request. • Participate in internal decision making on any product improvement (innovation). • (Organize) manufacture (with marketing) sales documentation etc. and provide information to the (trade) press. <p>Product promotion:</p> <ul style="list-style-type: none"> • Visitor visits with distributor and providing product-technical and commercial information about existing and new products. • Participation exhibitions and with Marketing coordinate registration, lay out exhibition stand and necessary material. <p>Management information:</p> <ul style="list-style-type: none"> • Monthly activity reports • Commercial consultation with management. <p>Employees:</p> <ul style="list-style-type: none"> • Supported by sales administration / technical service
<p><u>Requested skills:</u></p>	<ul style="list-style-type: none"> • Higher education / HBO work and thinking level. • Minimum of 5 years relevant work experience in a sales function. • Affinity with relevant branches. • Professional in Dutch, German and English languages, French language.
<p><u>How to apply:</u></p>	<p>Please send your details (CV, motivation letter) by mail to : Sophie Mathoux smathoux@olmix.com and Amélie Morio amorio@olmix.com</p>