

Our client is the world's biggest enterprise for retail marketing programmes; major customers for these schemes include the traditional retail trade and a wide variety of service providers. Additional growth and **establishment and expansion of its market position in Hungary, the Czech Republic, Slovenia and Slovakia** are among the strategic goals of this extremely successful organisation. For this highly demanding and attractive position we are looking for an experienced, motivated personality as

Sales Manager (m/f)

Central Eastern Europe

Your tasks: In this key function, you will drive our market penetration and develop the customer portfolio in the various countries. As a solution-oriented personality with strong negotiation skills, you know how to win your existing and new customers for these tailor-made loyalty schemes. With persuasiveness, you convince your interlocutors of the competitive advantages of these complex services. You will personally accompany the projects from A-Z, i.e. from planning, through implementation, right to the check on success; naturally, you have budget responsibility throughout the process. You will be supported in your activities by an internationally active, professional team.

Your profile: You are a winning personality and a quick thinker, acting skilfully and with a customer focus on the international stage. Autonomy, performance orientation, excellent analytical skills, assertiveness and a structured method of working are among your qualities. You are motivated by the building of long-term, rewarding relationships. You have proven success in sales and are familiar with the major sales channels (food/near-food/service providers) in the various countries. Preferably, you have experience in food retail and an up-to-date network of contacts in the industry. Solid commercial training or studies, as well as spoken and written German and English are a prerequisite for this position.

The offer: A successful company with a realistic growth strategy and extremely solid, proven concepts. A globally organised firm, which collaborates with market leaders. A complex task with an international focus, in which you will be able to use and translate your interpersonal and sales skills into success with a great deal of commitment and autonomy. The position offers comprehensive overall responsibility and the opportunity to develop further, professionally and personally. An open corporate culture, professional, motivated colleagues and short decision routes are the distinguishing features of this company. In addition to the active schedule of business trips your working location will be in Zug, Switzerland!

If you are thrilled by this challenge, send your application (cover letter and brief CV) preferably electronically to 2037@conceptjobs.ch or by post to the address below, indicating Reference 2037. For questions, please contact Helen Weber. We look forward to hearing from you!