

JOBDESCRIPTION IHH-09-046



Commercial & Trade Sales Operations Director Europe (m/f)

Location: Amsterdam

CLIENT

Tasks

Requirements

Job Offer

Contact

Our Client

Our client is one of the global leaders in infant and children's nutrition. The company was founded more than 100 years ago — and has been committed from its very beginning to earning the trust of parents and health care professionals by offering scientific evidence of the benefits of their products.

Client

TASKS

Requirements

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Tasks & Responsibilities (1)

This new role will be responsible for the development and communication of a vision and strategy for the trade sales function in Europe to drive profitable growth through effective customer and channel strategies and appropriate development and management of necessary resources.

- Development and execution of commercial (customer and channel “go-to-market”) strategies and associated operations to drive sustainable, profitable growth in all markets in Europe.
- Design and implementation of the necessary regional structure, policies and processes (demand planning, pricing, trade support, etc) to execute trade sales strategies (wholesaler, key account, distributor).
- Identifying opportunities and developing strategies for regional management of customers (wholesalers and key accounts) where needed.

Client

TASKS

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Tasks & Responsibilities (2)

- Ability to work with supply chain (production, logistics and distribution) and related processes (S&OP) to maximise profitability of trade strategies.
- Design and implementation of systems for monitoring, measuring and enhancing the deployment and effectiveness of the human and financial resources within the trade sales function.
- Provide guidance to General Managers and sales leaders in the management of all resources (human and financial) in the trade sales function to achieve excellence in execution of customer, channel and brand strategies.
- Creation and management of systems and capabilities to monitor and predict trends and changes in the competitive and customer environment, recommending and taking appropriate actions where necessary

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REQUIREMENTS

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Requirements (1)

- 5-8 years experience at a senior level in trade sales (retail/wholesaler) in a consumer goods or health care product environment.
- Track record in leadership, including change management.
- Experience managing wholesaler, distributor and key account relationships in and across key markets in Europe.
- P&L responsibility
- Demonstrated creativity in strategic thinking and proven success in developing and implementing new business models.
- Expertise in managing export or distributor businesses.
- Experience in central and/or eastern Europe is an advantage.
- Detailed knowledge of European retail grocery and pharmacy/health trade, current trends and future directions.
- Trade and channel marketing expertise.

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Requirements (2)

- Knowledge of distributor and wholesaler operations.
- Understanding of logistics, distribution and supply chain as it impacts the consumer sales operation.
- Fluency in English and at least one European language.
- Knowledge of sales force management, sales force effectiveness and sales force measurement systems.
- Ability to interact at high level and build strong relationships with key customers, distributors and third parties.
- Ability to work cross functionally to ensure alignment in strategy and execution.
- Ability to execute leadership role and responsibilities as a member of senior management team, including setting good examples by demonstrating the highest level of integrity and compliance.

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JOB OFFER

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Our Client Offers

- Involvement in both strategy and operations at a regional level
- Involvement in working across geographies and with diverse business functions
- Extensive cross functional interaction with all other departments.
- Opportunity for involvement in regional working groups.
- Exposure to senior regional and global management.
- Opportunity to demonstrate innovation and creativity.

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CONTACT

Interested?

For further information please consult our Managing Director, Claus Schneider.



Claus Schneider

Managing Director

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Commercial & Trade Sales Operations Director (m/f)

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Management- und Personalberatungsges. mbH

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Geschäftsführender Gesellschafter: Claus Schneider

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