

**A successful French company that specialises in gardening products is looking for an EXPORT AREA MANAGER to drive its growth in Northern Europe.**

The position is based in the UK

The export area manager's main target is to develop sales mainly in the following countries:

- United Kingdom
- Ireland

**Your mission:**

➤ **Market analysis:**

- To analyse each market and to transmit information on competitors and sales conditions to the company
- To determine customers needs and to communicate to the company
- To propose solutions to customers problems
- To develop and communicate customer sales forecasts

➤ **Territory management:**

- To motivate, train, and supervise agents, wholesalers, importers and customer's sales forces;
- To understand the sales methods of the target country
- To negotiate with buying offices in co-operation with the Export Sales Manager

**Your Profile:**

You are a proven sales manager with experience in modern distribution.

Knowledge of the gardening product network is ideally required, as is the flexibility to travel extensively.

French language highly desirable.

The successful applicant will be able to work on his or her own initiative but also be comfortable operating team environment.

**The offer:**

An excellent package, including company car, with salary commensurate with experience

You will be offered an English contract of employment.

This position is available immediately

Please provide your curriculum vitae in English and French to:

HR Department

[rh@exelgsa.com](mailto:rh@exelgsa.com)

Anne-Valérie CHARREAUX or Chrystelle CADORET