

Bolton Adhesives

EUROPEAN INTERNATIONAL SALES AREA MANAGER

Location: Flexible within Europe, with extensively travel required (50%)

Kind of contract: Fulltime

Number of vacancy: 23050

Job context

As the European International Sales Area Manager, you will be responsible for driving sales growth and expanding the market presence of the brand Griffon across Europe with the focus on south/east Europe. Your market focus will be on Builders Merchants, Sanitary wholesale and Professional Iron Hardware. You will work closely with cross-functional teams to develop and execute sales strategies that align with the company's objectives.

Would you like to work for a fast-growing international family owned company in an international sales role?

Then this could be the right position for you!

Bolton Adhesives develops products that fulfil every adhesive need for professional purposes, do-it-yourself, at home, in the office and at school. In this position you will pursue new business opportunities in the construction industry in order to drive sales growth and expanding the presence of the Bolton products across Europe.

Do you have the skills and the drive that fits to the role of European International Sales Area Manager? Then get to find out more of it!!

What you will do

You have to identify new business opportunities by analyzing market trends, competitor activities and customer feedback. Based on the analyzed information you will define comprehensive sales strategies to pursue the business opportunities in order to achieve revenue targets across European markets. To be successful you need to establish and maintain strong relationships with key clients, partners, and stakeholders and collaborate with marketing, product, and operations teams to optimize product positioning and drive sales initiatives. To get the senior management informed you prepare regular sales reports, forecasts and presentations.

Who you are

As a person you have the ability to oversee different aspects in the process to drive business growth and identify new market opportunities. With your excellent communication and interpersonal skills, you can establish and maintain strong relationships with clients and stakeholders and the internal organization. You are self-independent but also the teamplayer that can connect well and in a natural way drives forward the ongoing process. You are able to act as an entrepreneur in executing your role and responsibilities.

Which qualifications are necessary:

- Bachelor's degree in Business Administration, Marketing, or a related field; MBA preferred.
- Proven track record of success in international sales management, preferably within the construction industry.
- Excellent communication, negotiation, and interpersonal skills.
- Understanding of the European construction market and industry trends.

- Experience with working in a matrix structure.
- Ability to travel frequently (50%) within Europe.
- Proficiency in multiple European languages is a plus. English fluent is a must.

What we will offer you

As European International Sales Area Manager at Bolton Adhesives, you can count on:

- A very good fixed salary based on experiences.
- A standard additional 13th month.
- A bonus fee that can add up to 15%.
- A challenging job within a fast-growing international company.
- Good working atmosphere and job satisfaction.

Get to know the company

Bolton Adhesives is part of the Bolton Group, a fast-growing international family owned company, manufacturing and marketing a wide range of high-quality branded consumer goods available in over 145 countries around the world. The Group holds an outstanding portfolio of competitive brands with over 50 product lines in the categories of Food, Household Care, **Adhesives**, Personal Care & Well Being and Beauty Care. Over 11.000 talented people contribute to the Group's remarkable success.

Bolton Adhesives was created in 2012 by bringing together two Bolton Group companies, German UHU GmbH and Dutch Bison International. The Bolton Adhesives headquarter is established in The Netherlands, in Rotterdam. The company has own subsidiaries in most European countries, as well as own sales offices and employs 800 people. The company produces the majority of its product ranges in 2 sites, based in Goes, the Netherlands and Bühl in Germany.

Excited about this vacancy?

If you are enthusiastic about this vacancy, you can contact Henk Westerduin h.westerduin@why-search.nl or 0031-6 156 318 04 for more information.