

United Kingdom Jobs Expertini®

Country Manager/BDM (Location: UK and European Regions)

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Company: Adesso

Location: United Kingdom

Category: other-general

Job Summary / Who You Are

We're seeking an experienced & driven Country Manager/Business Development Manager to help grow sales for the Adesso brand in the UK and European Regions. This position will play a vital role in our expansion.

Responsibilities

Increase sales and profitability for existing accounts

Identify new & profitable opportunities and to improve the P&L of our business across the Commercial and Retail Supply Chain.

Continuous review of competitors to identify best practices and areas in need of attention.

Analyze sales performance on a weekly basis.

Qualifications and Experience:

At least 3+ years experience as a Business Development Manager or Country Sales Manager.

2+ years applicable Sales Experience in a related discipline.

Prospect and generate leads to expand retail dealer network by building contact networks and relationships.

Develop a progressive contact strategy which includes following up on all leads.

Passionate in working in a high growth, dynamic business environment.

Experience working with Suppliers & Distributors such as Ingram Micro, TD Synnex and DMR's like CDW, ComputaCtr, Softcat., and various retail accounts.

Must be highly motivated, organized, technically-minded. ·Excellent communication skills, both verbal and written. ·Excellent organizational and prioritization skills.

Proficiency in Microsoft Office. ·Experience with using Zoom and/or WeChat. ·Extensive customer visits will be required.

Willing & able to travel and must be authorized to work in the UK or Europe.

Position Detail:

Job type: Full Time /Remote

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Cross References and Citations:

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