

London Sales Manager

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Company: Rémy Cointreau

Location: United Kingdom

Category: other-general

Description de l'offre

You will have the management of London FST for the complete portfolio of Rémy Cointreau brands in the UK.

You will have an hybrid role that includes the management of three Field Sales Business Development Managers and an account base of 150 in Central London and the most prestigious on-trade and off-trade customers in the UK,

You will be in charge of the successful planning, implementation & execution of commercial strategies, NPD Launches, Marketing Plans and Louis XIII to deliver volume & revenue,

You will manage cross-functional teams, both internally and externally, to achieve mutual success and growth.

Profil recherché

You have a proven people management experience, a comprehensive understanding of P&L management and forecasting gained in the spirits industry ideally,

You have a strong commercial understanding of customer P&L's,

You will bring strong problem-solving skills and ability to identify sales/ brand opportunities,

You have an existing on trade network, a luxury sensibility,

You are client centric, results driven, proactive and creative, structured, reliable and inquisitive.

Systems: MS Powerpoint, Excel, Salesforce/CRM etc

Lieu EMEA - UK Fonction Ventes Type de contrat CDI Niveau d'études Bac+3 Expérience 3 - 4 ans Pays Royaume-Uni Début ASAP Localisation London

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