

General data

<i>Organization:</i>	BioBizz Worldwide Organics
<i>Business unit:</i>	Sales Department
<i>Position:</i>	Sales Representative Germany
<i>Reports to:</i>	Key Manager or Global Commercial Executive

Objective

The Sales Representative has a supporting and initiating role in generating sales with a structured approach, visits and manages the retail market in Germany. The Sales Representative has a proven record in sales markets and has a signaling role for marketing and communication. The Sales Representative runs effective and proactive acquisition and relationship management and contributes to increasing the turnover and optimizing of the customer relationship. The Sales Representative has the responsibility to exploring new targets and relationships under the direction of Key Account Manager and is used to working in an internationally oriented environment. The Sales Representative is responsible for transparent information in daily- and sales visits reports and accurate retail databases.

Tasks and activities

- Support the Key Account Manager with information/research regarding account plan per customer and/or market
- Has a role and responsibility in the contact strategy plan
- Generate new retail customers
- Proactive and effective in acquisition and relationship management, detects signals within the retail market
- Participation in exhibitions/trade shows/events and customer appreciation days. Both national and international
- Make a planning and follow up of road trips (national/international) by MMC application
- Promote the existing products and new products and is able to train retail on USP
- Give support on quality control level in the field of customer service by phone, e-mail (and through social media)
- Ensure timely and proper complaints handling both by phone and by e-mail
- Contribute to process of improvement in after-sales area
- Ensure timely and correct information on ongoing retail sales actions
- Obtain and handle retail orders and promotional materials
- Coordinate retail deals where applicable
- Flexible attitude regarding tasks and working hours
- Take care of administrative commitment



- Manage a retail database in online application, check-ins, visit reports, changes and introduce new customers
- Alert in seeing opportunities at every level
- Identify areas for improvement on every level
- Additional tasks outside this profile given by the CEO or Global Commercial Executive
- Analyze sales/customer figures on product level by CRM system

Job description

Sales Representative

Competences

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|-------------------------------|--|
| - Performance-oriented | - Entrepreneurial and commercial thinking and acting |
| - Proactive | - Energetic |
| - Assertive | - Willingness to cooperate |
| - Independent | - Plan and organize |
| - Self-development | - Stress resistant |
| - Involvement | - Anticipation |
| - Initiative | - Learning ability |
| - Dare | - Willing to travel |
| - Integrity | - Accuracy |
| - Initiative | - Conscious on costs |
| - Customer-oriented | - Creative/innovative acting |
| - Good communication skills | - Power of persuasion |
| - Environmental consciousness | - Fluent speaking and writing in German and English |

Needs

- At least 2 years' sales experience in a sales function (on a fieldwork level: on the road)
- In possession of a driving license & (optional) private car
- Knowledge of growing and growing industry
- Preferred organically orientated and familiar with Biobizz' products

Do you recognize yourself in this role and enthusiastic to know more?

Then please share your resume with your motivation to margitt@biobizz.com Looking forward to it!

