

Sales Manager

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Company: Shimano

Location: Mechelen

Category: other-general

Introduction

Are you looking forward to working in a company with passion for sports, fishing and international colleagues; Your job has a lot of responsibilities and provides the opportunity to learn and grow and to develop your personal skills; The opportunity to have fun every day with a team of passionate, hard-working people just like you!

As a sales Manager you are responsible for the team and projects who assess and consolidate commercial principles across the world. Next to this you promote efficiency processes that support the business and the customer. In close cooperation with the sales branches / offices you will be continuing aligning of sales processes with the customer. Moreover, you are responsible for creating the department plan and translating this plan into KPI's, policies and guidelines. You support and drive the Lazer Sales team in a joint effort to reach ambitious goals.

The Challenge

To contribute to the strategic, tactical, and operational plans for own area of responsibility.

Be responsible for the execution and monitoring of plans, managing budgets and reporting on achievements.

Manage and develop Team Members to achieve company performance objectives and own development goals.

Ensure that the team for which is responsible full fills their purpose and meets their

deliverables.

Identify and actively contribute to the improvement and optimization of business processes & organizational development.

What are we looking for?

5-8 Years of experience in a similar field in an International Company.

A candidate with an affinity for the bicycle industry.

A candidate who is ready to take up the responsibility.

A candidate who has an open-minded approach.

A candidate who can guide and bring the team together.

A candidate with strong communication skills in English.

What do we have to offer?

Shimano and its subsidiaries offer a pleasant, informal working environment with colleagues who work well together, and are proud to work for Shimano. Next to good working conditions, Shimano offers you the opportunity to work in a responsible and challenging position within a dynamic, international and ambitious environment. Together we want to win therefore we have a strong focus on team achievement.

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