

Ontex is looking for a

REGIONAL SALES MANAGER

Ontex is a fast growing international company where people are the most valuable asset. To reinforce Healthcare we are looking for a Regional Sales Manager, reporting directly to National Sales Manager.

Your role

==> Job Description

Propose, implement , monitor and communicate the regional business plan for BU France in line with the company strategy and targets

Key & typical activities will include:

- Manage the regional sales force activity focussing on financial and strategic growth of the BU organisation by
 - o Ensuring right resources allocation per customer group at regional level
 - o Implement the sales excellence program through regional sales organization
 - o Driving existing and new key regional customer relations
 - o Correctly allocate regional Sales expenses
 - o Monitor KPI's as daily visit, visit per customer, prospect conversion rate
- Incorporate company procedures and policies in the operation of the business unit
- Monitor and review project activities and ensure its completion within the scheduled time and budget
- Create a harmonious working environment, train and mentor staff and motivate all team members to perform efficiently
- Develop long term relationships with people in major regional customer organisations

- Report back to the NFSM on territory activity and market information and to share information with colleagues in support of an uniform approach to market

==> Job Complexity and Challenges

- Multiple own brands (iD, Lille, PL) to be brought in one coherent brand strategy (and Free life for BBC)
- Multi-channel and route to market complexity
 - o Direct business : develop market position in nursing homes and hospitals
 - o Indirect business : develop market position focussing on LVM and CVS by securing sales force activity within these two major customers at regional level
 - o Distributor market new strategy to be implemented
 - o Putting the right focus on fast growing indirect & direct business.
 - o Optimizing collaboration with distributors in terms of sales efficiency (test, conversion rate by themself..)
- Sales team focus to be best in class
- Constant focus on increasing sales & profitability
- Constantly monitor market changes and adapt tactics with respect towards our market leadership

==> Job Accountability

- Commercial Margin accountability – budget 2013 (France)
 - o NS Regional budget dimension
- Commercial Margin accountability – budget 2013 (BBC)
 - o NS Regional budget dimension
- Lead the implementation of people development process within HC in full respect and alignment with Group and Division identified strategies.
- Implement the new Brand and Product introduction strategy at regional level
- Ensure legal compliance in all sales domains
- Provide all relevant information of customer financial datas when necessary

•

Your profile

- Educational requirement
 - o Master Degree or similar through experience (Business, Economic....)
-
- Experience requirement

- o At least 5 years of experience in a sales role
- o Proven direct and indirect people management experience
- o Understanding of commercial element of P&L
- o Exposure with the Distributor & clinical market
- - Competencies.
- o Good Interpersonal skills , with a strong ability to motivate and steer teams
- o Strong commercial and negotiation skills and relation builder
- o Result driven
- o Process oriented
- o PC Literate oProject management experience
- o PC Literate

We offer you

- A professional environment ideal for your personal growth and career development
- A unique environment where local and international talents work and win together
- A fun working atmosphere where team spirit is the real deal
- Exciting and challenging projects with an international scope
- A competitive salary package

Interested?

Please send your CV and motivation letter to jobs.aalst@ontexglobal.com before Monday, August, 29th.