



DIE PAPE Consulting Group AG sucht SIE

Our client is a global direct selling (MLM) company based in Utah, USA, with regional offices for Europe in the United Kingdom. The company offers products that support a healthy lifestyle and enables people to build a sustainable business for their own.

In order to support and grow the markets Germany, Austria and Switzerland, we are searching for a

Regional Sales Manager DACH

JOB-ID: 14244

WHAT MAKES THE JOB INTERESTING?

Reporting into the Head of Regional Sales, Western Europe, you will cultivate and increase field leadership by implementing innovative sales strategies. Increase field acquisition, field retention, autoship participation, and gross revenue.

THE POSITION

The Sales Department is charged with delivering high quality sales initiatives to support business driven leaders. Key efforts are focused around supporting recruitment, retention, recognition, rewards, and events whilst adhering to the global strategy. The department ensures that sales tools, resources, message, and mechanisms meet the needs of our distributors which in turn meet or exceed corporate expectations for growth.

You will Implement world class product and opportunity training resources, expertise, systems, programmes and tools to maximize the expansion and development within the regions of responsibility. You are the first point of contact for any business-related concerns pertaining to the countries of responsibility.

**The person is decisive for us, not the gender!*

We believe in diversity, reject discrimination and do not think in terms of gender, ethnicity, religion, disability, age or sexual identity. For this reason, we do not explicitly label job titles with f/m/d.



Instigate a culture of activity geared towards meeting and exceeding market sales targets by fully understanding the “European Expansion Plan” (EXP.)

- Help Field Leaders to create their own Business Plan.
- Be an expert on the Compensation Plan and legacy of the company
- In conjunction with Field Leaders host monthly Webinars, attend meetings and events and host product tours
- Work with Marketing to assist in the formulation, development, and execution of marketing campaigns
- Report on events, market challenges, opportunities and issues with resolution proposals to present to EHQ.
- Work with the Market Development Team in the creation of specific business building tools.
- Support Distributor acquisition and retention efforts.
- Cultivate and increase field leadership, through coaching, mentoring and development.
- Be an expert on how to present a Business Opportunity Meeting and a Product Training Meeting and implement with Field Leaders.
- Maintain a healthy business relationship with top leaders.
- Travels frequently within market (between 25% - 50%) and occasional visits to regional Head Quarters in the UK and corporate Head Quarters in the US if required.
- Supports service requests from other departments.
- Undertake other duties and tasks that from time to time may be allocated and that are appropriate to the grade of the job.
- Comply with all relevant internal rules, policy, and procedures.

THE IDEAL CANDIDATE

Competencies:

- Leadership
- Influencer
- Solution focused
- Team player
- Coping under pressure
- Accountable
- Great attitude and positive energy

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Knowledge, Skills, and Abilities

- Strong presentation skills.
- Sound organisational and administrative skills.
- Ability to produce copy for marketing relating to events attended Excellent interpersonal skills and good cultural awareness.
- Proactive nature with ability to manage own time and resources.
- Excellent communication skills both written and oral.
- Ability to analyse data, procedures, and systems.
- Ability to maintain a positive attitude dealing with Distributors in a discretionary and diplomatic manner.
- Works well under pressure and to tight deadlines.
- Team player with strong consumer focus.
- Intermediate level IT skills, including Standard Operating Software.

GET IN TOUCH

Are you interested in this position and you want to bring your experience and knowledge to a dynamic, international direct sales company? Send me your resume and motivation per e-mail or the application button on this page.

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ABOUT US

Awarded many times by WIRTSCHAFTSWOCHE - FOCUS - DIE WELT - EXPERTEER - and as HEADHUNTER OF THE YEAR, PAPE as a personnel consultancy is one of the leading companies in Germany and a reliable partner in staffing high-caliber specialists and executives in selected industries and positions.

The main focus of PAPE Consulting Group AG Personalberatung, which has been operating successfully on the market for 30 years, is its approach as a solution provider. This includes recruiting specialists and executives, executive search at top management, C-level and board level, conducting assessments, coaching, training, diagnostics and outplacement/newplacement. In addition, new innovative methods such as perspective consulting, Staffing-Pro, VideoCoaching and inverse headhunting are used.

Clients include more than 1,500 companies from all industries, from start-ups and small and medium-sized companies to international corporations with global operations.

The approach as a solution provider distinguishes PAPE significantly from its competitors as well as the industry-related qualification of the consultants and the unconditional will and promise to successfully implement every mandate.

The ultimate goal is always the "perfect match" between the recruiting company and the highly qualified candidates.

C r e a t e for recruiting!

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PAPE – THE AWARD WINNING COMPANY



HEADHUNTER
OF THE YEAR

We are very proud of the many awards we receive as a personnel consultancy for our work, which say more than just admiring ourselves.

In 2020, we have been awarded TOP medium-sized service provider by Handelsblatt & WirtschaftsWoche in the industry "Personnel Consulting". In addition, DIE WELT also voted us TOP consultancy again in 2020. FOCUS magazine has informed us that we are once again among Germany's top personnel service providers in 2020. In previous years, we have received the industry Oscar "Headhunter of The Year" from Experteer with XING, among others.

It is both an honor and an obligation to continue to be a pioneer and industry trailblazer in the future.

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