



DIE PAPE Consulting Group AG sucht SIE

Our client is a global network marketing company on a mission to change lives by helping people reach new levels of balance, freedom and well-being through our premium products and business opportunities.

Field Sales Manager Iberia

JOB-ID: 14320

WHAT MAKES THE JOB INTERESTING?

You work for an innovative company that offers products that are consumed in practically every household, which means it has a huge potential for growth. On top of that you offer people the opportunity to become part of that by helping people reach new levels success through a MLM business opportunity.

You have the opportunity to grow, both personally as well as financially.

THE POSITION

- Grow sales through building distributor base and creating retention strategies to retain revenue
- Develop and implement strategic sales and marketing strategies for leadership development, recruiting and recognition
- Plan and lead sales efforts; develop and assess sales reports from leaders
- Lead sales events/activities/special projects (Online and Off-line)
- Maintain an up-to-date knowledge of products and sales promotions and other support tools for sales force developed by the company
- Keep pulse on region to quickly identify new emerging leaders

**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.



- Maintain constant communication and build strong Corporate-Field relationships with leaders (Online and Off-line)
- Motivate and inspire leaders through personal coaching and individual support
- Maintain professional, effective working relationships with field
- Be a Brand advocate to ensure company culture and principles are alive in the field

THE IDEAL CANDIDATE

Professional Experience

- Minimum 5-year experience in sales
- Supervision & development of sales force
- Successful experience as managerial sales role in Direct Selling/MLM or Trade Marketing in Consumer Goods industry

Competencies

- Excellent communication skills
- Good presentation skills
- Solid negotiation skills
- Computer proficiency (Excel, Word, Power Point) including social media platforms and presence
- Social Media Marketing and Commerce Management and Execution Planning
- Timely Decision Making and Action Oriented
- Fairness to Field and Customer focused
- Fluency in Spanish, Portuguese and English

Personality

- Drive for Results. You are a GO-GETTER
- Self-motivated and motivator of others
- “Can do” attitude
- Positive, good-humored and FUN!

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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.

Berater : Dimitri van den Oever
Berater E-Mail : oever@pape.de
Berater Telefon : +49 (0)89 9545997-80



Dimitri van den Oever

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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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<https://www.pape.de>

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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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