Sales Manager

Né(e) en 1969 · 91160 LONGJUMEAU · Plus de 10 ans d'expérience · Réf. 2609141640

Ma recherche

Contrat recherché : Tout contrat
Zone : Toute la France
Mobilité : sur toute la france
Rémunération : a étudier
Secteur : Bâtiment

Formations

1990 — Bac +2
BTS Commercial Action

Expériences professionnelles

2026 - 2026 — Market Manager & Construction Equipment Sales Manager

Activity: Distribution of multi-brand spare parts and accessories. Construction industry.

2021 - 2026 — Attachments Sales Manager

Define and deploy product range strategy in France; analyse customer needs, market trends and competition; manage product offer with product managers in Germany; coordinate sales, marketing, purchasing and supplier teams; define business plan and P&L; implement sales strategy; follow-up sales; negotiate strategic accounts; benchmarking new markets.

2016 - 2021 — Area Sales Manager France

Analysis of customer needs and search for adapted solutions; negotiation of key-account contracts; managing the distribution network, forecasts, customer targeting and account retention; monitoring sales performance and margins; leading attachment strategy and cross-department communication; coordinating product knowledge and application training.

2011 - 2016 — Director of Development

Source additional business; finalize and follow up on customer contracts; contribute to the development of the division's structures (network, products, services); assist the Director of the On-Site Intervention Unit.

2009 - 2011 — Sales & Marketing Manager, Light Equipment

Prepared business plan for the "Light Range"; implemented commercial policy; coordinated product range development with the factory in Germany; supported subsidiaries worldwide; led product development and sales training.

1996 - 2009 — Key Account Manager

Developed and retained customer accounts (rental companies, national companies, army); negotiated framework contracts; monitored delivery and customer satisfaction; targeted customer portfolio loyalty; analyzed customer needs and proposed tailored solutions.

1994 - 1996 — Sales Representative

Elaboration and follow-up of the commercial and marketing policy for the "Light Range"; internal sales force support; coordination with the factory in Germany for product range development.

1990 - 1994 — Sales Representative

Follow-up of key-account framework agreements; implementation and animation of the specialized network "Light Range" in France and overseas; internal sales force support; coordination with the factory in Germany for product range development.

Langues

French (maternelle), English (bilingue)

Compétences

Project management, Budget & Forecast, Cross-functional management, Product range management,

Customer needs analysis, Product Strategy, Business plan, Commercial strategy, Post-sales follow-up, Strategic account management, Key account negotiation, International distributor management, Performance monitoring, Customer retention strategy, Training, Network development, Contract management, Executive assistance, Commercial policy, Product development, Account management, Framework agreement, Customer Satisfaction, Customer loyalty, Inside sales, Network animation

Atouts

Strategic analysis, Project management, Analytical thinking, Budget & Forecast, Cross-functional management, Federating spirit, Decision making, Adaptability, Flexibility, Integrity, Excel, Word, OneNote, Microsoft Teams, Product range management, Customer needs analysis, Product Strategy, Cross-functional team coordination, Business plan, Commercial strategy, Post-sales follow-up, Strategic account management, Key account negotiation, International distributor management, Performance monitoring, Customer retention strategy, Training, Network development, Contract management, Executive assistance, Commercial policy, Product development, Account management, Framework agreement, Customer Satisfaction, Customer loyalty, Inside sales, Coordination, Network animation

Logiciels

Excel, Word, OneNote, Microsoft Teams

Permis

Permis B

Loisirs

Travels, Scuba Diving, Underwater photography

Fiche anonyme — l'identité et les coordonnées du candidat sont communiquées aux recruteurs qui en font la demande sur pmebtp.com.