



Job Title: **Area Sales Manager**

Reports to: **Sales Director – Fullwood Packo Dairy Group**

Direct Reports/Indirect Reports: **N/A**

Who Are We?

For 85 years, Fullwood Packo has been designing, producing and marketing state of the art conventional and robotic milking systems, cooling systems and management systems worldwide. The group enjoys an excellent and progressive reputation in a sector that is highly automated and computerized worldwide.

Fullwood Packo has production companies in the UK, Belgium, Ireland and China, an R & D centre in the Netherlands and its own sales offices in the UK, Ireland, Belgium, France, Czech Republic and China.

In addition, our products are distributed through > 100 importers and distributors in around 50 countries.

We are now looking for an Area Sales manager in order to support our continuous growth.

Job Summary

As Area Sales Manager you become responsible for the commercial activities of milking and cooling products. The customers (both importers and distributors) are active in the agricultural sector (dairy farming)

Together with sales director you develop a commercial plan of approach. In the assigned regions you manage the existing dealers and you translate the sales strategy into concrete actions.

In addition to maintaining existing relationships, you are actively looking for new opportunities. Here you pay attention to the development of a dealer network. You support the dealers by offering technical-commercial support and focus on added value and 'utilization'.

Furthermore, in cooperation with the Customer Service Department, you aim for a qualitative sales process.

Fullwood Packo is looking for 2 Area Sales Managers.

As Area Sales Manager Europe you are responsible for our dealer network in Europe (excluding our own branch offices).

As Area Sales manager export you are responsible for the distributors in Asia, Oceania and Africa

Education and experience

- You have a Master degree (commercial engineer, Bio-ir, industrial Ir)
- You also have a first experience within Sales B2B.
- Affinity with the agricultural sector is a plus
- You are someone who thinks out of the box when it comes to detecting new opportunities and keeps a firm footing. In communication with the customer, you can easily fall back on your knowledge of Dutch, French and English.



- You are also analytical, you can think strategically and you can handle complexity. You also like taking initiative and you have a real 'can do' mentality.
- You are willing to travel frequently (30%) and are flexible with working hours as they can be irregular
- Ability to work independently with effective communication and interpersonal skills
- Ability to provide solutions under pressure
- Maintain a professional image always

What We Offer

- A fulltime permanent position
- An exciting position in an interesting innovative area with a growing, international company.
- The possibility to develop yourself in an organisation with a flat structure and entrepreneurial attitude.
- An attractive salary package, including extra-legal benefits, company car, group insurance.
- A no-nonsense work organization in which responsibility and initiative are delegated low.
- The possibility to develop yourself in an organisation with a flat structure and entrepreneurial attitude.

Applications

Via Indeed or via our website

For more information about Fullwood Packo Group please take a look at our website www.fullwoodpacko.com.

Closing date for applications is 02/04/2019

STRICTLY NO AGENCIES