



**JOB TITLE:** Sales Director  
**REPORTING TO:** MD Germany / SVP International Sales

The Sales Director is responsible for driving Sales revenues and profits by negotiating and entering into Corporate Trading transactions with qualified prospects, aligned to departmental and company strategy. The Sales Director manages the entire Sales process including all aspects involved and is measured by his ability to close transactions that are beneficial to Active and build the basis for long-term client relationships.

### **THE RESPONSIBILITIES OF THE ROLE**

#### **Strategic Planning**

- Support in the creation of department strategic plans for growth both in the immediate fiscal year and the long-term (3-5 years).
- Continuously create and develop prospect lists with qualified leads for the New Business Development team.
- Build up Sales pipeline with qualified leads to reach annual Sales target.

#### **Commercial**

- Attend prospect meetings to present business model on C-Suite level, make prospect understand benefits of working with Active and build up confidence for further communication.
- Identify and focus on opportunities that enable Active to build up long-term business relationships including fulfilment services across service areas.
- Identify and execute appropriate deal type applicable to meet customers' needs.
- Manage broad variety of audience within prospect organisation including general management, Finance, Marketing, Sales, Logistics, Legal etc.
- Manage all elements of client stock transactions, including management of stock lists, liaising with remarketing to achieve maximum income within client guidelines and contractual requirements.
- Create P&Ls to evaluate transaction internally.
- Negotiate contractual agreements for entering into Corporate Trading transactions.
- Liaise with relevant internal teams to ensure application of a mixed economy across clients that delivers against budgetary and strategic plan.

## **General**

- Partner with all teams to develop own understanding of Corporate Trade.
- Work alongside peers and other departments to plan strategies and coordinate efforts to increase ability to achieve our goals.
- Take a leading role in department & company meetings, educating from a commercial client perspective, and encourage adoption of company culture & values.
- Identify and implement improvements to company practices.
- Prepare reports and ensure contracts are executed as required.
- Liaise with international offices to develop opportunities for multi-territory clients.
- Perform other duties and responsibilities as shall be assigned to you from time to time.

## **THE IDEAL CANDIDATE**

### 1. Professional Background

- Solid Sales track record; Experience with/ability to sell complex services
- C-Suite polish
- Ability to deal with variety of audiences and experience with big organisations
- Negotiation / Deal making skills
- Communication skills & Media knowledge
- Financial understanding plus Business understanding
- Be competent with common Microsoft Office applications.

### 2. Personality

- Resilient / Pro-active
- Ambitious / Hungry / Winning attitude
- Listening skills / Charming
- Enthusiastic / Self-confidence / Creative
- Entrepreneurial
- Team Player
- Transparent/Diligent/Responsive

Please address your application to:

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