

## Versele – Sales Manager

### Role:

- Developing both a national and international sales strategy with a focus on the global market (outside of Spain)
- Manage a portfolio of international distributors
- Monitor sales evolution by geographical area and market segment
- Work together closely with marketing and product development to define action plans & communication to achieve growth targets
- Represent the company at international trade fairs, exhibitions, and customer visits
- Prepare sales forecasts, budgets and regular performance reports
- Full ownership of sales performance with a direct report to the general manager

### Profile:

- Sales experience, preferably in international sales
- Willing and able to travel on a regular basis (=50%)
- Strong affinity with the pet food industry is a plus
- Analytical skills combined with a hands-on approach
- Professional proficiency in both English & either Spanish or Catalan is a must
- Comfortable working in a small company environment with high responsibility
- Independent and results driven
- Proximity to our offices in Catalonia (area of Barcelona)

### Our offer:

- A strategic, stable role in a growing company
- High autonomy and an international working environment
- Opportunities for professional growth in the avian sector
- Remuneration package according to your competences and obtained results

<https://www.versele.com/nl/be>