


Job Title	Goldstar – France Paris and Surrounding Area (Sales Account Manager)	
<p>Duration: Permanent</p> <p>Location: Based in Paris or the surrounding area. Will be required to visit distributors across the Paris and surrounding area. Will also require occasional travel to EU trade shows and Meetings.</p>		
<p>Overall Purpose of Job:</p> <p>The Sales Account Manager (or Area Sales Responsible) will be responsible for growing Goldstar’s business in South of France in writing instruments, Bags and Drinkware. Working to agreed targets and developing strong relationships with Goldstar’s key distribution partners. Specific territory boundaries/customer responsibility are subject to change with input from the Goldstar Senior Leadership Team.</p>		
<p>Main Duties:</p> <ul style="list-style-type: none"> • Sales and Business Development: Drive sales growth by building and maintaining relationships with distributors and clients, both large and small businesses. • Strategic Planning: Understand and implement strategic plans to achieve sales targets, adapting as circumstances change. • Product Knowledge: Develop an in-depth understanding of our product designs and their applications for branding. • Negotiation and Presentation: Utilize strong negotiation and presentation skills to close deals and create tailored branding solutions for clients. • Team Collaboration: Collaborate with internal support staff, management, and customers to ensure successful sales outcomes and simplicity for the customer. • Data Utilization: Leverage Microsoft Outlook, Word, Excel and Sales Force for effective communication and data management. • Travel: Representing Goldstar Europe across France at roadshows and tradeshow 		
<p>Essential Skills and Attributes:</p> <ul style="list-style-type: none"> • 3-5 years+ experience of working for or selling to promotional merchandise distributors in France is a pre-requisite • Degree Educated - Business, Marketing or Sales Degree would be a benefit but not essential • Proven track record of translating strategic plans into actionable items. • Ambitious and driven, with an ability to work to targets. • Excellent interpersonal, communication and presentation skills. • A sense of urgency and ability to work in a fast-paced environment. • Adept at identifying and developing new sales opportunities for Goldstar Europe • Great telephone manner: courteous, clear speech, good call management, assertive & tenacious. 		

- Great problem-solving skills and an ability to maintain professionalism under pressure.
- Computer literate, with good keyboard skills; familiar with different on-line database packages and the Microsoft office Suite of products.
- Team Player with strong organization skills.

What we will provide:

- The opportunity for you to make a meaningful and serious contribution towards a very successful and rapidly growing business.
- A supportive environment with fantastic opportunities to grow and develop your career.
- A modern, fast paced and exciting global company culture.

Goldstar-Europe: Goldstar, part of the global National Pen Group, is Europe's fastest growing Trade Supplier. Goldstar is becoming famous for unbeatable value metal and full-colour writing instruments, bags and drinkware combined with all-inclusive pricing and a passionate team who will do whatever it takes to delight their customers. Goldstar's mission is to become the best supplier in the industry and to make it simple for distributors to do business with Goldstar.

Please email your CV to Sarah.Levins@simplygoldstar.com

Employee

Date