



Sales Manager - South of France (Lyon and Surrounding Area)

Permanent Position - Based in Lyon or Surrounding Area

About Goldstar

Goldstar, part of the global National Pen Group, is one of the fastest-growing suppliers of promotional products in Europe. We are known for our high-quality writing instruments, bags, and drinkware, offering all-inclusive pricing and exceptional customer service. Our mission is simple: to provide innovative and sustainable promotional solutions while making it easy for distributors to do business with us.

Your Role

As a **Sales Manager**, you will play a key role in expanding Goldstar's presence in the South of France. Your primary mission will be to develop strong relationships with local distributors, while achieving ambitious sales targets. You will represent our brand at major industry events and trade shows, while supporting our sustainability initiatives. Based in Lyon, this role offers a fantastic opportunity to contribute to the rapid growth of Goldstar in this dynamic region, with real opportunities for personal and professional growth.

Key Responsibilities

- **Territory Management:** You will be responsible for managing and developing relationships with distributors in the South of France region, particularly in Lyon and its surroundings, maximizing Goldstar's presence in the local market.
- **Business Development:** Grow sales by building and maintaining strong relationships with distributors and clients in the region, offering tailored promotional solutions to meet local needs.
- **Strategic Planning:** Implement strategies to meet sales targets, while adapting to regional market trends and client requirements.
- **Sustainability Commitment:** Promote Goldstar's eco-friendly products, contributing to the growth of sustainable promotional solutions in the South of France.
- **Product Expertise:** Develop an in-depth understanding of our products and their applications for branding and promotional purposes.
- **Negotiation and Presentation:** Use strong negotiation and presentation skills to close deals and offer customized branding solutions.
- **Team Collaboration:** Work closely with internal teams to ensure smooth sales processes and optimal customer experiences.
- **Data Management:** Utilize tools like Microsoft Office and Salesforce to manage data, client communications, and sales reporting effectively.

Desired Skills and Attributes

- **Experience Required:** 3 to 5 years of experience in the promotional products industry in France, ideally with strong knowledge of the South of France market, particularly the Lyon region.
- **Sales Expertise:** Proven track record in managing distributor accounts and implementing strategic plans to meet and exceed sales targets.
- **Ambition and Drive:** A motivated individual who thrives in a dynamic environment and is driven to achieve results.
- **Sustainability Mindset:** Familiarity with ESG (Environmental, Social, Governance) principles and the ability to promote sustainable products to clients.
- **Interpersonal Skills:** Excellent communication, presentation, and client relationship management skills.
- **Adaptability and Problem-Solving:** Ability to resolve issues quickly and maintain professionalism under pressure.
- **Team Player:** Highly organized, with a collaborative approach to achieving shared goals.

Goldstar's ESG and Sustainability Initiatives

At Goldstar, we are committed to making a positive impact on the environment and society. Our sustainability efforts include reducing waste, adopting eco-friendly materials, and promoting ethical business practices. We continuously innovate to offer sustainable product solutions, contributing to a more responsible future.

What We Offer

- **A Promising Career:** Join a fast-growing company where your contributions will truly make a difference.
- **Opportunities for Growth:** A dynamic environment with real opportunities for career advancement.
- **Ethical and Sustainable Work Culture:** Be part of a team that values responsibility, transparency, and ethical practices at every level.
- **Modern Company Culture:** Work in an international company that embraces innovation and sustainability.

Please email your CV in English to sarah.levins@simplygoldstar.com