

Job Title: Field Sales Manager (Germany)

Location: Bavaria, Germany

Company: Goldstar

Department: Sales

Reports To: EU VP Sales

Job Summary:

As a Field Sales Manager, you will play a key role in expanding Goldstar's presence in D-A-CH Market. Your primary mission will be to develop strong relationships with local distributors, while achieving ambitious sales targets by meeting our clients face to face. You will represent our brand at major industry events and trade shows, while supporting our sustainability initiatives. This client facing 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 your region, maximizing Goldstar's presence in the local market, driving to client locations across your dedicated region in Germany for on-site visits, sales presentations, and follow-up meetings.
- **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 and showcasing the range of Goldstar products to our clients in face to face meetings.
- **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 D-A-CH Market.
- **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.

Requirements:

- **Experience Required:** 3 to 5 years of experience in the promotional products industry in Germany.
- **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.
- **Valid driving licence**

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.
- **Company Car**

To apply for this role, please email grace.mccabe@pens.com.

Equal Opportunity Employer: Goldstar is an equal opportunity employer and encourages applications from all qualified individuals. We celebrate diversity and are committed to creating an inclusive environment for all employees.