

Leading French Intercom and Access Control company expanding rapidly in the UK is now looking to recruit their **Country Manager** to build and drive their team (up to 30 staff within 5 years), sustain their exciting local growth, and reach the targets set for their newly created UK subsidiary. As the Country Manager role is crucial for the success of this project, s/he will be required to understand the model the company has deployed in France and will have it implemented by the team across the UK territory.

Largely supported by the head office's team, the UK Country Manager will be responsible for the entire structure (sales force, technical hotline, sales back office, and transversal functions), and will be required to maintain with the French head office a strong and direct relationship.

Please note that speaking French is not mandatory, however intermediate French or knowing and understanding French culture will be an asset for the role.

ROLE:

- Providing effective leadership, managing the sales team to enhance value creation capability of the business and develop a robust sales pipeline.
- Improving internal efficiencies within the business.
- Establishing and continuously improving a robust sales budgeting and forecasting model, reporting and delivering timely accurate management information.
- Identifying and reporting on business opportunities in target markets for organic growth or prospective acquisition.
- Determining with management the strategic objectives by sector and supervise the reach of these objectives.
- Managing Key Accounts.

PROFILE:

- 10-15 years of sales management experience with a proven capability in effectively leading, organising, motivating and developing a team;
- Strong entrepreneurial skills and a natural ability to spot opportunities for revenue generation;
- Natural leader of people with excellent managerial and motivational skills;
- Fluent or intermediate French or experience of working in a French company will be an asset for the role.
- Relevant industry experience and in depth knowledge of the market;
- Bold, entrepreneurial, multi tasker and team player;
- French speaker is preferred however not essential;
- Full UK driving licence, full eligibility to live and work in the UK.

SALARY & BENEFITS:

- £80,000 - £85,000 + Uncapped bonus (usually equivalent to 20% of the basic) + Company Car, Laptop, Tablet, and Phone + Pension, and career plan