

Leading provider of catering accessories, our client, a family owned business, is looking for a **French speaking Export Manager** to increase their market share in France and Germany and to develop the business in other parts of Europe. Our client produces new design led, customized, co-ordinated, innovative and eco-friendly concepts, that enhance the consumer dining experience. The Export Manager will report to the MD.

The Export Manager role is based in Surrey and the post holder will have to commute when not travelling (30 minutes by train from Victoria or London Bridge).

**ROLE:**

- Selling the company products to new clients and account managing existing ones.
- Recommending an export sales policy and strategy to the departmental head with particular reference to the use of agents and distributors.
- Implementing the policies and strategies approved by the board regarding export sales.
- Agreeing a pricing policy with your departmental head.
- Submitting budget proposals annually.
- Attending overseas exhibitions and reporting with market intelligence to your departmental head with suitable recommendations for action.
- Servicing and supporting the company's existing distributors.
- Achieving the sales targets and standard gross profit margins agreed with your departmental head.
- Exercising effective cost control, to ensure costs are maintained within budgetary limits.
- Managing sales promotion campaigns which have been agreed with the head of department.

**PROFILE:**

- Fluent French and English, German will be a plus
- **Previous experience as an Export Manager or as a Sales Manager in consumables FMCG goods/ equipment/ food or packaging**
- Strong negotiation skills
- Ability to work in a family business
- Ability to travel in Europe

**SALARY & BENEFITS:**

- £60k /pa according to skills and experience
- Car allowance
- 33 days holiday
- Pension, BUPA