

UK Subsidiary of a leading Intercom and Access Control company is looking to recruit their **Country Manager** to drive their existing team, sustain their exciting local growth, and reach their targets. The Country Manager role is crucial for the development of the company. You will be responsible for the entire structure including the sales force, technical hotline, sales back office, and transversal functions.

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 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.
- Reporting on competitive intelligence to help HQ to deliver new products and services

PROFILE:

- 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.
- Industry experience will be a plus
- 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 negotiable according to skills and experience
- Uncapped bonus (usually equivalent to 20% of the basic)
- Company Car (or car allowance according to the candidate wish)
- Private medical Insurance, Pension