

French skincare brand well-known to the beauty professionals is looking for a charismatic and hands-on **Country Manager** to increase their market share in the UK. This is a new role where your responsibilities will be to drive your team in reaching their targets, in developing new sales channels and putting in place the strategy for the UK. The position requires **candidates with a vision** and a strong understanding a French culture and, who ideally would have worked for a French cosmetic brand. The Country Manager will be driving their own business unit, and will report to the International Director based in France.

This role is 100% remote but is UK based.

#### **ROLE:**

- Defining and setting the UK sales strategy
- Building and developing the UK annual business and actions plan
- Managing the P&L and reporting the HQ in France
- Establishing & nurturing relationship with top management of the key retailers
- Working closely and maintaining relationship with existing accounts
- Owning and steering commercial negotiations
- Driving e-retailers & digital strategy across UK
- Creating and presenting sales forecasts
- Leading, supporting, and mentoring the existing and growing team

#### **PROFILE:**

- Previous experience in cosmetic or haircare or skincare or make-up or similar industry within retail
- **Strong entrepreneurial skills** and a natural ability to spot opportunities for revenue generation
- Experience in brand development and brand management, ideally a French brand
- Sales management experience with a proven capability in effectively leading, organising, motivating and developing a team
- Knowledge and understanding of the French culture will be important for the role
- Fluent French will be a bonus but not mandatory

#### **SALARY & BENEFITS:**

- Between £55k and £62k pa basic + bonus + dividends
- Other benefits TBC