

Offer:

# Area Manager South-Europe: France, Italy and Greece

stollereurope.com



The mission of the role is to align the **Commercial Strategy in South Europe: France, Italy and Greece** with the global Commercial Strategy through new customer acquisition as well as renewal and upselling current clients.

Responsible of organizing, supervising and applying the sales activity and strategy in the area in order to achieve the annual objectives by empowering and managing the assigned team.

Resident in France, Italy or Greece.

**Reporting to Stoller Europe Commercial Director the hired professional will be responsible for:**

- Boosting the growth of South-Europe loyal customer base by creating and maintaining satisfied customers.
- Implementing a successful sales strategy for designated sales goals and support definition of business cases for prospective clients also developing long-term strategic relationships with key accounts.
- Leading and inspiring a team of high performance sales people on revenue goals and company sales strategy, in partnership with our Commercial Director.
- Ensuring customer satisfaction.
- Being active part of Annual budgeting process as well as overseeing the Sales Reporting for sales tracking and forecasting.
- Monitoring the risk of new and existing customers.
- Hiring, managing, mentoring and training the assigned sales team.
- Being able to work with other Functional leaders in the organization and leverage them as necessary.
- Attending to national and international fairs.
- All the previous functions complying with Stoller's processes and procedures.

#### **Skills:**

- To own a BA in a Technical field such as Agronomist or Biologist.
- Proficiency in English and French is a must. Spanish, Greek and Italian are a plus.
- Customer orientation.
- Excellent communication and negotiation skills.
- Problem solving orientation.
- Proactivity and organization skills.
- Good MS Office Skills.
- Excellent leadership skills: Minimum 3 years' experience managing a Sales Teams in the assigned Geographical Area. Minimum 5 years' Sales background.
- Multicultural adaptation.

#### **Entreprise:**

#### **STOLLER EUROPE, S.L.U.**

**Stoller Europe** is the Stoller Group's subsidiary responsible for the European Community, Russia and North African countries.

We produce and commercialize nutritional products based on a deep knowledge in Plant Physiology and its practical applications as a solution for many of traditional problems which are present in today's crops, from small farmers to great producers.

As well as bringing commitment and specific skill to the job you would be doing, we also understand the importance of a positive and exciting work environment.

There are six great attributes that define our company and the people who are part of it. Do you think these **values** represent you?

#### **#People**

Respecting and honoring Stoller stakeholders.

#### **#Integrity**

Living according to Stoller core values.

#### **#Innovation**

Continuously pursuing new services, products and processes.

#### **#Customer**

Striving to exceed our customers' expectations by providing the best solutions.

#### **#Knowledge**

Pursuing and sharing information to create value.

#### **#Excellence**

Achieving the highest consistent quality and performance.

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**Send your CV to [slopez@stoller.es](mailto:slopez@stoller.es)**

Tell us what motivates you the most and what could you contribute to Stoller Europe.

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**EMPOWERING  
PLANTS  
EMPOWERING  
PEOPLE**