

Argentina Jobs Expertini®

Managing Director (m/f/d) Argentina

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Company: über etec Consult GmbH

Location: Buenos Aires

Category: other-general

We are international HR- consultants with extensive experience in searching for executive personnel. We assist our clients in finding highly qualified and top-level managers worldwide. Our client is a German, international market leader in the field of technical consumer goods for industrial applications. The company has 3.000 employees worldwide and an annual revenue exceeding 250 Mio. euros. Their products are sold mainly through specialized dealers. For the well-established and very profitable sales organization in Argentina incl. local warehouse located in the region of Buenos Aires our client is looking for you as a Managing Director (m/f/d) Argentina Tasks Full P&L responsibility for all sales and marketing activities in Argentina Providing proactive and dynamic leadership for a team of approx. ten employees Strategically developing the business and implementing sales and marketing strategies to drive revenue and increase brand awareness Further expansion of a specialized dealer network Manage and further deepen the relations to the most important key accounts Defining local mid- and long-term business plans Direct reporting to the German HQ Requirements Technical degree or degree in Business Administration; MBA would be a plus Sound experience in sales and key account management, preferably incl. P&L responsibility Good knowledge in the field of selling technical products through a three-stage-distribution-channel system, especially through specialized dealers Entrepreneurial and passionate sales-personality with conceptual strength Excellent communication skills Very good skills in English Trustworthy person living in close proximity to Buenos Aires, or willingness to relocate Our client offers an attractive salary including a company car and modern workplaces in a professional and innovative environment. If we have aroused your

interest, we look forward to receiving your documents(preferably by e-mail): info@etec-consult.de etec Consult GmbH · Felsweg 16· D-35435 Wettenberg· fon: 0641-982200 · www.etcconsult.de

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