

Head of Sales of Continental Europe m/f/d (Full-time | Frankfurt am Main)

As **Head of Sales of Continental Europe m/f/d** residing in Germany or Austria you will be responsible for all sales activities in Continental Europe developing a strategy for further profitable growth and continue to improve customer service and customer satisfaction. You will report directly to the CEO and the Harvia Management team.

The company

The Harvia Group with roundabout 600 employees and its headquarters in Muurame, Finland is a leading provider for saunas and health-and wellness-applications. In recent years, the company has further expanded its strong market position and product portfolio by acquiring renowned companies in this sector. The company's current transformational process aims for further integration of the group's individual companies thus improving operational efficiency as well as the quality and scope of its product portfolio.

Your tasks

As Head of Sales you will be responsible for

- Assuming overall responsibility for the planning, management and organisation of all marketing and sales activities in Central Europe
- Creating and implementing of business plans/coordination of a future pricing strategy and pursuit of this strategy
- Optimising of existing processes and sales controlling
- Disciplinary and professional management of around 25 employees and ensuring their individual development
- Analysing markets both in terms of changes that arise and with regard to the development of new sales areas
- Evaluating innovative product developments and ensuring their successful market launch
- Supporting the strategic orientation of the company and implementing the associated measures

Your Qualifications

Education: Preferably a commercial background or adequate further training. More important than specialised training is the candidate's personal and professional aptitude.

Languages: Good knowledge of both German and English is a prerequisite. A knowledge of either French or Italian would be an advantage.

Professional Experience: Several years of professional and management experience in a comparable position in a medium-sized company in a related industry; proven track record in sales. Professional and human expertise is very important.

Personal Characteristics

The future Head of Sales m/f/d should be characterized by a leadership profile and an entrepreneurial spirit. We are looking for a dynamic and agile personality with an open mindset. He/She should feel at home in a family business fulfilling at the same time the requirements of a publicly listed company on the basis of his/her

professional and ambitious attitude.

Please send your complete application - including details of your annual salary and notice period - to our e-mail address, quoting reference number **3300W**. For data protection reasons, please send all attachments as PDF files.

Ansprechpartner: Regine Domke (info@gawlitta-hr.de)

Requirements (knowledge, experience)	Vertrieb, Marketing, Neukundenakquise, Marktanalyse, Unternehmensstrategie, Sales
Place of employment	60549 Frankfurt am Main Süd, Deutschland
Field of activity	Sales
Job type	Full-time
Career level	Manager
Gehalt	bis 150.000 €

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