

Titel:

SALES AND UNIT MANAGER (M/F/D)

Location:

Munich

Reports to:

Management Board in Sweden

Company:

Our in Munich located customer is a part of a leading global provider of sustainable garment accessories, packaging, state-of-the-art digital solutions, and providing logistical services for the textile industry. Our customer's mission is, developing and introducing new sustainable packaging concepts.

Main responsibilities:

- Implement a long-term growth strategy to maximize the key assets of the company mission and vision to reduce the harmful effects on the environment.
- Leading, managing, and motivating a 10+ person teams.
- Works closely with the Management to set up short-term and long-term business plans.
- Prepare and submit an annual business plan and budget.
- Responsibility for seeking and managing the company's global suppliers
- Lead and oversee the process for realistic and accurate account planning, and forecasting
- Work with global footwear, accessory, and textile factories to maintain and coordinate execute nominations.
- Work closely with Financial Manager and the design/engineering team to facilitate and maintain positive cash flow and profitability.
- Function as an ambassador and leader of an organization that prides itself in pioneering the three pillars of its business model – "PLANET, PEOPLE, AND PROFIT."
- Maintain "purpose" and "value creation" as the key to the company's success and transform inside and outside to our global partners, brands, and the public.

Competencies:

- Technical knowledge about packaging, printing and supply chain
- If possible, knowledge about the textile and fashion market
- Understanding of the global paper and packaging markets
- Must be flexible and agile in planning working days/hours, organized, and able to manage time effectively at the team level.

Contact:

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- Good in networking
- Ability to buy and win people, empathic
- Willing to regularly travel within Europe and sometimes Asia
- Entrepreneurship: A “Yes, can do” and “Customer comes first” attitude.
- Excellent sales (presentation, negotiation) skills.
- Problem-solving and analytical skills.
- Very good in English and German (Italian would be a plus)

Package:

- Competitive salary package commensurate with experience, skills, and competencies
- Reporting to Global MD of the group
- Company car