

Come to join a dynamic and innovative company!

Gaston Mille is a 100-year-old family SME located in the south of France specializing in French safety footwear. We focus on security, innovation, and the well-being of our clients: "Our job, their protection!". We market our products around the world, with a large and faithful distribution network.

To strengthen our Trade Export team and to develop our U.S. subsidiary (located in Chicago, Illinois) we are looking for a:

U.S. SALES MANAGER

Description:

Ideally based in Chicago, Illinois and reporting to the International Sales Director based in France, your missions will be to sell the range of Gaston Mille security shoes to our existing customers and prospects (B to B). It is also necessary to ensure that our footwear is made more attractive to users.

Eighty percent of your time will be spent working with customers and tracking your contacts through Outlook and a CRM.

In this role, you will be required to:

- Be the trademark ambassador, to sell & explore on the geographical areas you are responsible for,
- Analyze client needs and provide them with technical solutions through our catalogue, maintain and develop product benchmarks,
- Research new markets and set up new distributors,
- Cultivate the existing network of distributors and customers through regular visits and a high-quality relationship,
- Attend relevant trade shows and exhibitions,
- Provide monthly monitoring of the market and identify new business opportunities,
- Ensure that orders are properly executed with ADV.

You will be required to submit monthly activity reports that include sales data, customer visits, user requirements, etc...

You will be required to travel to the Gaston Mille headquarters in Vaucluse for commercial meetings (twice a year) and/or training required.

Frequent U.S. travel with an average of 4 visits per visit.

Qualifications :

- Native English speaker.
- French language skills preferred, but not necessary.
- You must have at least 2 years experience in the development and/or marketing of technical products (including distribution networks).
- You are passionate about your core business.
- Knowledge of office software: Word, Excel, Power Point.

The role requires a high level of motivation, rigor, autonomy and organization.

The candidate must be mobile and show a sense of initiative and a strong sense of commercial negotiation to achieve the objectives set.

The adventure in the field of the safety footwear is commensurate with your ambitions.

Interested applicants should send a resume and cover letter to: rh@gastonmille.fr with reference "SALESUS/21" in the title.