

How would you like to join a dynamic and innovative company?

## Become our new U.S. Sales Manager!

Created in 1912, [Gaston Mille](#) is a family-owned SME located in the south of France. As a french safety footwear manufacturer our know-how, for 108 years, has been focused on safety, innovation, and the well-being of our clients. "Our job, is their protection!" We market our products around the world with a large and faithful distribution network.

We are seeking a U.S. Sales Manager to strengthen our Trade Export team and to develop our U.S. subsidiary located in Chicago, Illinois.

### Job Description:

Ideally based in Chicago and reporting to the International Sales Director, your mission will be to sell and promote the Gaston Mille safety shoe collection to our existing customers and prospects (B to B) and to ensure user satisfaction.

We feel strongly that client relationships are of utmost importance, therefore about 80 % of the U.S. Sales Manager's time will be spent on the road interacting face-to-face with customers. All activity and communications will be tracked through Outlook, a CRM and monthly reports.

The person in this role will be responsible for:

- Being the brand ambassador for the Gaston Mille collection in specific U.S. geographical regions
- Analyzing clients' needs and providing creative solutions from our catalogue
- Gathering client feedback and maintaining and developing product benchmarks
- Researching new potential markets with the goal of setting up new distributors
- Cultivating and supporting the existing network of distributors/customers through regular visits and a high-quality relationship-building
- Participating in sector-specific trade shows as needed
- Monitoring the market to identify new business opportunities
- Ensuring that clients' orders are properly executed
- Working with the Gaston Mille accounting team to follow up on customer invoices and payments as needed

### Desired Qualifications:

- Native English speaker. French language skills preferred, but not necessary
- At least two years of experience developing and/or marketing technical products and developing distribution networks
- Ability to work independently while reporting regularly to off-site supervisor (monthly sales reports, customer visits, client feedback, etc...)
- Strong organization, time-management, and negotiation skills
- A passion for business development with a desire to create genuine relationships with both clients and teammates
- Fluency with office software (Word, Excel, Power Point) and CRM



The U.S. Sales Manager will be asked to travel to up to twice per year to the Gaston Mille headquarters in Vaucluse, France for business meetings or training.

To be successful in this role, you'll need to be positive, persistent, and patient. You'll be a leader in the field of safety shoes and your sales team will count on you to be an example.

To be part of this adventure with a passionate and motivated team, please send your resume and cover letter explaining your interest in the position to [Andrea Jett Fletcher](#), Executive Director, FACC-Chicago.