

COCO-MAT group, an innovative Greek company in the field of natural sleep, is looking for a new member for its International Department team and specifically for the position of

Business Development Associate (International Dpt.)

Who we are: COCO-MAT is a company that creates handmade products which reflect the authenticity of the Mediterranean culture and takes great pride in the fact that people around the world experience the benefits of quality, and healthy Sleep on Nature. In more than 30 years, COCO-MAT has managed to expand its presence, from Greece to a global network of stores in more than 20 countries.

About the role: Reporting to the Head of International Department, your key responsibilities will be to grow profitability and sales of existing accounts as well as grow the brand's reach in the wholesale / distribution channel within selected international territories. You'll also be responsible for finding new revenue opportunities and markets to expand into and creating and upkeeping sales reports by executing diverse business plan strategies.

Main responsibilities

- Preparation and follow up of annual budget per country(account)
- Implementing the annual budget –marketing plan – promotions per country
- Managing and coaching franchisees in setting and exceeding annual targets according to annual plan and company's guidelines/budget.
- Exploiting countries new distribution channels and guiding franchisees to implement and approaching new business opportunities
- Follow up daily franchisees' sell out (retail sales) vs budget
- Follow up franchisees' pricing policy according to company's guidelines
- Independent sales projects through the direct sales channel
- Organizing participation in trade shows to attract new customers and raise brand awareness
- Collaborate with the management team and discuss progress and opportunities
- Actively seek new clients and explore new business potentials
- Serve as an evangelist for COCO-MAT and help the brand raise further awareness internationally

Day-to-day tasks

- Take ownership and facilitate all stages of sales
- Communicate with new and existing business partners (franchisees)
- Sign off written offers to new and existing clients
- Organize company's participation in international exhibitions and fairs
- Represent the company in all occasions necessary

- Observe the rules of the company, draft and submit reports, as instructed, and adhere to the corporate culture and business ethics

Requirements

- Bachelor's degree in Business administration or related field
- A Master's degree will be an advantage
- Understanding of the sales process, dynamics and metrics
- Excellent knowledge of English (knowledge of French, German or Spanish language will be considered as an asset)
- Competency in Microsoft applications
- Experience in operational planning and management
- Available to travel extensively
- Military service obligations fulfilled

Core competencies

- Outstanding communication and interpersonal skills
- International mindset with ability to understand and work across a wide range of cultural contexts
- Self-motivated and able to work independently and as part of a team
- Strong negotiating skills, Proactivity & decision making
- Business and client-oriented person

What we offer

- ✓ Competitive remuneration package
- ✓ Extra bonus based on sales target
- ✓ Permanent contract
- ✓ Life Insurance
- ✓ Advanced training
- ✓ Prospects for growth and development in a human-centric and friendly working environment

Interested candidates are requested to send their recently updated resume in English.

If you believe that you fulfill and answered yes to most of the above qualifications, then you probably belong to our COCO-MAT Family!