



# Director of Sales

## Summary

The Director of Sales is responsible to develop and execute key growth sales strategies, tactics and action plans required to achieve the Company's growth and profitability goals across multiple channels. Besides being direct responsible for a few national key accounts the Director of Sales shall supervise and manage National Sales Managers on a day-to-day basis why management skills are required. In addition, the candidate needs a profound understanding of national retailer standards and processes in order to carry products through the development cycle and negotiate vendor agreements. Overall, the Director of Sales will deliver innovative and strategic solutions to business challenges and work closely with most departments to assure participation and partnership of corporate strategies to achieve the company goals.

## Job Description

- Develop annual sales plan in support of organizational strategies and objectives for assigned business units
- Identify new sales opportunities to deliver significant growth
- Ensure processes, controls and reporting capabilities are in place to support profitable sales plan
- Manage the sales team as well as customer relationships through relevant internal teams
- Oversee and analyze performance by business unit, product category and distribution channels, and pivot as needed
- Provide accurate and timely budgets and forecasting
- Develop sales strategies to gain market share based on market research including price point and margin
- Develop and manage Co-Op advertising programs designed to build traffic and sales
- Prepare and participate in tradeshow and sales meetings
- Make recommendations and suggestions pertinent to the overall performance, growth and improvement of the company

## Desired Skills, Experience and Personal Traits

- Bachelor's degree from a 4-year accredited university required
- Must be based in corporate office in NYC
- Comfortable with 50% out of office travel schedule, as appropriate
- Proven business and people management skills including planning and execution
- Houseware industry experience (5-10 years) a plus
- Strong ability to analyze data, identify issues and generate solutions
- Strong computer skills (Microsoft Suite)
- Strong presentation, written and verbal communications skills
- Flexible / adaptable in a fast paced environment. Ability to manage multiple projects simultaneously and keep to deadlines
- Ability to use independent judgment in performing all duties of the position
- Ability to collaborate or work autonomously, as appropriate

## Company Description

**BODUM®** was established in Denmark in 1944 and today is world-renowned for its exceptional Danish design heritage and long history of producing award-winning housewares and kitchen products. The company is best known for the Chambord, the original French Press design that, in recent years, has also led the industry as one of the "greenest" methods for brewing coffee. Today BODUM is widely recognized as a market leader for product innovation and continues to be trendsetter across multiple house ware categories.

To apply send us an email to [alain.grossenbacher@bodum.com](mailto:alain.grossenbacher@bodum.com)