

## **International Sales Manager**

Achilleas Accessories, founded in 1978, was the first Greek company to serve the women's accessories market and subsequently established itself as the market leader. The company has capitalized upon its leadership position and features an extensive retail network that includes 14 centrally located and strategically positioned retail points throughout all of Greece, as well as a very large wholesale network that includes over 5,000 clients globally. The culmination of the company's efforts came in 2008 when it was honored with the "Famous Brands" award, after extensive research was conducted to determine the most recognizable brand in the Greek market. More information about the company is available at [www.achilleasaccessories.gr](http://www.achilleasaccessories.gr).

Achilleas Accessories has continued to see strong growth in sales despite the recession. In order to sustain rapid their growth and due to continued planned expansion, an opportunity now exists for an experienced sales manager with experience of selling internationally. This critical role will feature sales responsibility for our new and rapidly growing Turkish business. The sales manager will be accountable for:

- Managing and growing sales through existing customers and new business development
- Developing and implementing a sales plan
- Formulating and administering territory sales policies
- Forecasting and reporting sales activity
- Conducting market research
- Performing site visits and reports
- Developing sales networks and locating new channels and distributors

### Qualifications:

- Bachelor's degree from national university
- At least 5 years of work experience preferred
- Fluent in Greek, Turkish, and English
- Excellent verbal and written communication skills
- Knowledgeable about import / export and trade matters
- Flexibility in work hours and ability to travel extensively between Turkey and Greece
- Executive presence and the ability to interact with employees at all levels of the organization
- Ability to direct large, complex efforts
- Proven relationship building and strong negotiation skills
- Meticulous attention to detail
- Highly organized
- Ability to work independently and multitask
- MS Office skills