

(Senior) Sales Director Europe – TASKI portfolio

Apply Now

Company: Diversey

Location: Denmark

Category: other-general

You're a highly driven, strategic leader/director with far advanced analytical- and stakeholder management skills. As an experienced sales director you excel in both the financial and operational management of a large portfolio, as well as the human side when it comes to being a people leader. Naturally, you are good at building strong relationships – something that helps you to succeed in this role. People see you as approachable, collaborative but also the go-to person when delivering a European sales strategy with unmet potential. You don't shy away from dealing with complexity and one of your core strengths is communicating a well-defined vision. We are looking for someone with great potential (European Director level) and ideally someone with understanding of the TASKI business.

Does this sound like you? Then we are looking forward to getting to know you better .

Working at Diversey, a Solenis company, means working for one of the most innovative companies in our sector in the world. We are the pioneer, the facilitator of our clients in a wide range of industries around the globe. We are a proud partner of both well-known international brands as well as smaller companies within (amongst others) the hospitality, retail, healthcare, and governmental industries. We do this with our revolutionary cleaning and hygiene technologies and solutions – such as our TASKI portfolio which consists of innovative technology solutions (). if you want to learn more about the solutions that we can offer our clients.

Strategic leadership, financial management and inspiring people

With our nearly 100-year heritage, we have quite some expertise in our company. We wouldn't have existed without innovation and in this job, you are responsible for a huge part of this. In this role, you are the sales director for the highly innovative TASKI portfolio in Europe. You are responsible for driving growth and profitability for the TASKI Business Unit in our company. You do this by developing annual sales and marketing strategic business plans, assessing market potential, and identifying new business opportunities. This is partly done by maintaining key customer relationships as well as identifying new opportunities. Also, the right person for the role brings in lots of expertise and can help our organization evolve to the next level. Regularly, you will analyze and evaluate the effectiveness of existing sales models and strategies against overall results and costs to increase GM earnings. Our organization is changing rapidly, and we need someone that can keep up with the fast pace that we are currently in. You're a rockstar. Ambitious. Driven. A true leader that can bring our TASKI portfolio to the next level. This means re-designing the way our organization is set-up.

As our company is going through massive change, the leader we are looking for someone that is both capable of providing hands-on leadership as well as strategic and visionary leadership. You provide expertise to Diversey, a Solenis company, by doing all of that: strategic leadership, financial management and inspiring people. You are the right person when establishing objectives and performance standards and know how to implement and monitor those for sales and marketing. We can also rely on you to foster the strategic vision for both functions that is in alignment with our short and long-term objectives.

Your responsibilities are a nutshell

Financial management You are the one developing and executing our financial strategies to achieve revenue and profitability targets. The role includes managing the P&L for Europe operations, ensuring financial objectives are met and implementing cost-control measures as well as optimizing operational efficiency. The TASKI Business Unit in Europe is over a \$120M business and there is much more market share to achieve.

Pricing and gross margin optimization Defining and implementing the gross margin enhancement strategy with maximizing revenue and gross margin is part of your responsibilities. This also includes analyzing market trends and understanding the competitive landscape to set competitive and profitable pricing (in collaboration with the global pricing team).

Customer profitability –In this role you are responsible for analyzing customer profitability and implementing initiatives to enhance overall customer value. You will be working closely with the sales team to identify opportunities for upselling and cross-selling and implementing customer segmentation strategies for targeted marketing and sales efforts.

Sales leadership – Developing and implementing a comprehensive sales strategy to achieve revenue targets for the TASKI cleaning machines portfolio in Europe is a key deliverable. To succeed, you will be building and nurturing relationships with key customers, distributors and strategic partners and as a result of this and market analysis you will identify and capitalize on new business opportunities to expand our market share.

Service offering –You will be developing and implementing a comprehensive service offering for TASKI Europe and deploying the technical service support effectively to support the revenue growth of service

Compliance and corporate standards – You ensure adherence to corporate standards, policies and ethical business practices. Additionally, you will be collaborating with internal teams to address compliance issues and implement corrective actions as needed

And more –Your role includes presenting and leading projects that will increase market share and break into new markets. You will be supporting pricing strategies, business models, and product development as necessary and creating alignment between external sales team and internal support functions such as customer service, inside sales and sales support. Also, you will be partnering with the Global TASKI leadership team, Finance and Human Resources to design and implement competitive compensation programs to support the growth of external sales and fostering behaviors aligned with the overall company vision and mission.

Unicorns don't exist, but...

Although we are very much aware that unicorns don't exist – they do in our imagination. As this is a mission-critical senior sales leadership position, we are looking for someone with extensive experience in a similar role and corporate environment. Knowing the industry is a

huge plus. Experience with leading and inspiring a similar-size department/portfolio on European level from the financial management, strategic/visionary leadership and people management side is a minimum requirement.

Practicalities

You have a bachelor's or master's degree in business or similar or have proven capabilities to work at this level. An assessment will be part of the hiring process.

Fluent in English and preferably another European language such as, French, Spanish or German.

You're eligible to work in Europe. Please be aware that we do not offer a relocation package if you are considering relocating. We do provide visa support for this role.

Ideally, you are based in The Netherlands, as this is where our European Headquarters is based. However, the role could be based out of any country in Europe.

Travel: The role includes approximately 70% (international) travel.

Why you'd love to become a part of our organization

Well, this is where you'd expect a sales-talk. We don't really have one – bummer (or do we?). We are Diversey: only one of the two organizations in our industry that operate on a global scale. We are growing, and continuously focusing on innovation. Also, from the summer of 2023 we are part of the market leading organization Solenis. We have a very good reputation in the market, and obviously – not easy to forget – interesting benefits and a great culture. Innovation is a key part of the Diversey DNA, which is something you can clearly tell when you are part of our organization. We are always open to new ideas and finding ways to improve our organization. And we do this with one key focus: we want our clients to benefit from it in the end.

We offer an interesting package fitting the responsibilities of the role. The salary range and detailed benefits depend on the country in which the position is filled – although the preferred location is The Netherlands. The role includes a strong bonus opportunity and a company car with an all-you-can-use fuel card. Of course, there are other benefits as well, but those depend on the country in which you'll be hired.

How to apply

Easy! Just click on the apply now button, upload your resume, and tell us something about an

achievement you are proud of. Looking forward to getting to know you better. The recruitment process consists of three steps: a first call with our recruitment business partner, the first interview round and a second interview round. The assessment takes place online before the first interview round.

[Apply Now](#)

Cross References and Citations:

1. (Senior) Sales Director Europe – TASKI portfolio Jobs Denmark ↗
 2. (Senior) Sales Director Europe – TASKI portfolio Jobs Denmark ↗
 3. (Senior) Sales Director Europe – TASKI portfolio Jobs Denmark ↗
 4. (Senior) Sales Director Europe – TASKI portfolio Jobs Denmark ↗
 5. (Senior) Sales Director Europe – TASKI portfolio Jobs Denmark ↗
 6. (Senior) Sales Director Europe – TASKI portfolio search Denmark ↗
 7. (Senior) Sales Director Europe – TASKI portfolio job finder Denmark ↗
1. (Senior) Sales Director Europe – TASKI portfolio jobs ↗
 2. (Senior) Sales Director Europe – TASKI portfolio jobs ↗
 3. (Senior) Sales Director Europe – TASKI portfolio jobs ↗

Source: <https://dk.expertini.com/jobs/job/-senior-sales-director-europe-taski-portfolio-denmark-diverse-58eaec73f6/>

Generated on: 2024-05-06 by Expertini.Com