**Mantic Games**

**Nottingham/Hybrid**

**Full Time**

**Job Title: EU/ROW Trade Sales Manager**

We are seeking an experienced and results-driven European and ROW Trade Sales Manager to drive account acquisition, growth, and market penetration in these regions.

As a key player in our international expansion, you will maximize our market presence and geographic reach. Proficiency in a second language (French, German, or Spanish) is a significant advantage for this role.

**Job Description:**

As the European and ROW Trade Sales Manager, you will be responsible for expanding our market presence by acquiring and growing key accounts, developing effective sales strategies, and ensuring maximum market penetration across Europe and ROW. Your role is vital in driving the company's growth and success on a global scale.

**Key Responsibilities:**

**Account Acquisition and Growth:**

* Identify and target potential customers in the European and ROW regions.
* Develop and maintain strong relationships with customers, ensuring excellent customer service.
* Drive sales growth through account acquisition and expansion.
* Collaborate with the sales team to develop tailored solutions for stores.

**Market Penetration:**

* Strategically analyse market opportunities, competition, and trends in European and ROW markets.
* Develop and execute market penetration strategies, considering the unique demands of each region.
* Work with cross-functional teams to adapt products and services to regional needs.

**Geographic Expansion:**

* Identify new markets and regions for expansion.
* Lead efforts to establish a presence in untapped geographic areas.
* Ensure compliance with local regulations and business practices.

**Language Proficiency:**

* Proficiency in a second language (French, German, or Spanish) is a significant advantage in this role.
* Ability to conduct business negotiations and communication in the chosen language.

**Sales Strategy and Reporting:**

* Develop and implement sales strategies to achieve revenue and growth targets.
* Monitor and report on key performance metrics, providing insights for continuous improvement.
* Collaborate with the sales team to optimise sales processes and strategies.

**Qualifications:**

* Bachelor's degree in Business, Sales, or a related field.
* Proven experience in sales and account management, ideally in a global context.
* Proficiency in a second language (French, German, or Spanish) is highly desirable.
* Strong analytical and strategic thinking skills.
* Excellent communication and negotiation skills.
* Ability to work independently and as part of a cross-functional team.
* Willingness to travel as needed to meet clients and prospects.
* Knowledge of industry trends and competitive landscape in European and ROW markets.
* Hobby experience is desirable but not essential.

**Benefits:**

* Competitive salary and performance-based bonuses.
* Personal Healthcare Plan.
* Opportunities for professional development and career growth.
* International exposure and a dynamic, collaborative work environment.
* Generous Staff discount.

If you are a motivated and strategic sales professional with a passion for expanding into European and ROW markets and have language proficiency in French, German, or Spanish, we encourage you to apply. Your efforts will be instrumental in driving our company's international success.

*To apply, please submit your CV and a cover letter detailing your relevant experience and why you are the perfect fit for this role.*

Mantic Games is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

Application Deadline: 12/11/23