

We are looking to expand our team:

In view of further growing a new position of **Marketing and Sales Director** has been created.

Key Responsibilities:

The Marketing and Sales Director is responsible for conceiving and implementing the marketing and sales strategy for the company in consultation with the CEO and Board of Directors.

Main Accountabilities

- Analyses external and internal market
- Develops and implements marketing and sales strategy
- Develops new products
- Finds new markets for the current products
- Identifying new business development opportunities in view of revenue growth
- Reviewing existing products, services and markets producing business plans/recommendations
- Managing, training and energizing a team of 5 colleagues
- Reduces the stocks
- Encourages innovation in the company
- Formulates strategies and initiatives to sustain the company performance targets;
- Ensures the coordination of the commercial and production teams in view of launching new products
- Ensuring that all commercial activities meet or improve on budget, cost, volume and efficiency targets in line with business objectives
- Ensures an adequate response of the key functions in the plant to meet customer deadlines and quality expectations
- Ensures effective communications with customers, partners and key suppliers;
- Covers local PR function as well
- Reaches the sales targets

Ideal Candidate Profile:

- University degree preferably in Textile and/ or Marketing
- MBA desirable
- Min. 5 years experience as marketing/sales manager in an industrial, preferably textile environment
- Experience with leading teams and change
- Excellent data analysis skills
- Possessing good interpersonal and communication skills
- Strong leadership, strong decision making skills, good team player; able to energize and motivate people to grow
- Good knowledge of English
- Excellent knowledge of the MS Office suite

If all of these sound interesting to you, please send your detailed CV to hr@aisa.ro