



## Sales Manager Poland – Berlin-Based (m/f/d) – Start Immediately

### What we are offering you

- An uncapped remuneration package of ~€60,000 for top performers in the first 12 months
- A free monthly BVG ticket (tariff ABC) and a monthly shopping voucher in value of €44
- Attractive employee discounts on shoes, textiles and all other nuggets in our warehouse
- A medium-sized company combining diverse backgrounds and experience levels with a start-up atmosphere

### You are going to take care of business

- Establishment of a broad customer base in Poland
- Building long-term relationships with B2B clients
- Holistic support and strengthening of relationships with our existing customers: contact, sales offers, management of the entire sales pipeline, coordination of back-end and storage processes
- Achieve monthly targets by negotiating successfully

### You have the following set of expertise

- Sales talent combined with ability and eagerness to thrive in a fast-paced, sales-driven environment
- Completed education or studies + several years of B2B sales experience (fashion expertise is a plus)
- Very good knowledge of cultural and business practices in Poland
- In-depth knowledge of spoken and written English and Polish

We are looking forward to receiving your application at [jobs@stock-solution.de](mailto:jobs@stock-solution.de)

### A day in the life of a Sales Manager at F&P

**8:45 AM:** You came a bit earlier today. A client had sent an offer request which you would like to cater to swiftly (he could be a 'big fish' with his 12 outlet stores). You will call half a dozen other clients to share our latest offers afterwards.

**10:00 AM:** The weekly inventory meeting provides a good overview of available stock. You look forward to the delivery of A-shoes, as you have clients that are interested in buying 1,000 pairs with a very good brand mix.

**12:30 PM:** You will win today's table tennis round for sure...but first you'll go for lunch with your colleagues.

**3:00 PM:** You need to go to the warehouse and take some pictures of the unsorted goods. Last time you went through the effort, the clients were impressed with the level of service. You already have prepared a mailing list for this promising winter textiles offer for tomorrow morning. Today you won't forget the Gösser beer that is waiting for you in the fridge!

### Your team lead and your colleagues in Sales

