

JEMAKO develops, produces and handles direct sales for sustainable, premium cleaning solutions. Our portfolio comprises cloths as well as cleaning and care products for the entire household and beyond. We are proud to manufacture our items to the highest production standards in Germany. With around 300 employees, we strive for spotless performance, spotless treatment of each other and a clean path ahead.



## COUNTRY MANAGER

Benelux & France

(all genders), full time

Top 2023  
Company



Are you a people person? Can you think strategically? Are you motivated to leverage sales momentum to drive growth and further development? Then we're so glad you discovered JEMAKO. As a company based in Germany and operating with a global mindset, we'll offer you a varied role and the opportunity to actively help us shape our popular and growing brand.

### WHAT YOU'LL DO:

- Help us to develop strategies and roll out sales-focused measures in the Benelux countries and in France
  - Identify trends in the country cluster and meet country-specific requirements with regard to the direct sales of JEMAKO products
  - Analyse and monitor sales indicators and launch any necessary measures in coordination with the Sales Management team
- Set up and expand in-country activities with a view to sustainable growth
- Assume responsibility for profits and the ongoing development of sales, quantities and the satisfaction of the independent sales partners in the country cluster
- Look after the independent sales partners:
  - Guide and support the sales partners in the country cluster
  - Actively participate in projects and overall sales partner activities
  - Develop the managers in our team of sales partners and collaborate with them
  - Lead training sessions and meetings that integrate the online training offering
  - Be the contact person for our sales partners in the country cluster

### YOUR QUALIFICATIONS:

- A degree in a business-related field, or a commercial or equivalent qualification
- Relevant professional experience in a leadership position
- An excellent understanding of sales and strategic working methods
- Business-fluent English, Dutch and German (and ideally, French)
- A willingness to travel
- A willingness to take on a sizeable workload and a high degree of flexibility
- An excellent communicator and team player with sound social skills
- The ability to learn fast, with sound IT skills and a particular affinity for using merchandise management systems and MS Office
- A head for numbers and strong analytical skills

### WHAT WE'LL OFFER YOU:

- Performance-based remuneration
- A secure job as part of a successful, family-managed and growing company
- The chance to work on future-focused projects
- Further training and opportunities for personal development
- A good work-life balance and the option to work remotely
- Teamwork, flat hierarchies, real diversity, family-friendly policies, e.g. part-time working models with a high degree of individual flexibility

People of determination will be considered preferentially if they possess equal abilities, skills and professional acumen.



We look forward to receiving your application! Please share your CV and your availability, along with your salary expectations, with Mr. Alexander Schröder (karriere@jemako.com).

Welcome to JEMAKO