

JOB TITLE: SALES DIRECTOR – EUROPE

REPORTS TO: SENIOR DIRECTOR – NORTH AMERICA SALES

LOCATION: UK OR GERMANY

GENERAL SUMMARY

The Sales Director – Europe is responsible for meeting sales goals, negotiation, selling to customer needs, motivation for sales, sales planning, building relationships, coaching, managing processes, market knowledge, developing budgets, staffing, managing and developing a world class team of sales professionals in Europe that will penetrate the Life Science Market space software solutions for the life sciences industry - spanning pharmacovigilance & safety, regulatory affairs, clinical research, and medical information management and generate sales revenue to meet the company's revenue goals.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Sell Aris Globals' products by implementing international sales plans
- Staff, Manage and Develop Sales team in Europe.
- Establishes sales objectives by forecasting and developing annual sales quotas for European regions and territories; projecting expected sales volume and profit for existing and new products.
- Implements European sales programs by developing field sales action plans.
- Maintains sales volume, product mix, and selling price by keeping current with supply and demand, changing trends, economic indicators, and competitors in Europe.
- Establishes and adjusts selling prices by monitoring costs, competition, and supply and demand.
- Completes European sales operational requirements by scheduling and assigning employees; following up on work results.
- Maintains European sales staff by recruiting, selecting, orienting, and training employees.
- Maintains European sales staff job results by counseling and disciplining employees; planning, monitoring, and appraising job results.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
- Contributes to team effort by accomplishing related results as needed.
- Thorough understanding of the enterprise application software sales cycle.

COMPUTER/SOFTWARE

IBM PC - Proficient in Microsoft Word, Excel, PowerPoint, Outlook.

EDUCATION/EXPERIENCE

Bachelor's degree in Computer Science or related skills. Proven skills managing a successful sales team in Europe. Requires excellent interpersonal, written and oral communication skills. At least 5-7 years product sales experience with enterprise application software selling to Pharmaceutical, CRO and Biotechnology companies. Demonstrated leadership, organization

building and management abilities Articulate and persuasive oral and written, communication and interpersonal skills.

SKILLS

- Skilled at summarizing and analyzing information for budgeting revenues and expenses.
- Ability to develop and maintain strong working relationships.
- Demonstrates ability to coach and develop people. Helps team members set and attain development goals.
- Manages processes to monitor and to maximize performance.
- Capable negotiator. Clearly communicates goals, interests, and positions during discussions.
- Understands the market, the customer, and the competition.
- Has a track record of meeting and exceeding sales goals.
- Has drive and motivation to sell aggressively.
- Develops sales strategies, techniques and tactics based on customer feedback and market environment.
- Focuses selling message on customer needs

WORKING CONDITIONS

Normal office environment. Ability to work under stress and tight deadlines. Ability to travel as needed.

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