



## Director of Distribution/Sales for Aykasa

**Working Model:** Full-time, Hybrid

**Company:** As the official distributor of Aykasa in Europe and other brands, we're seeking a strong leader who will strategically align sales and tap into new markets and clients.

### YOUR MAIN RESPONSIBILITIES

- Strategic and operational leadership of distribution for Aykasa in Europe.
- Development and implementation of a brand and market-aligned sales strategy.
- Multi-year planning, budgeting, and the development of pricing strategies for different brands and product groups.
- Leading and developing a sales team.
- Direct reporting to the executive management.
- Continuous monitoring and benchmarking of economic performance.

### WHAT YOU SHOULD BRING:

- A degree in business administration with a focus on commerce, or a comparable education.
- Several years of sales experience in an inter-

national environment, preferably in the areas of Interior, Kids, Storage, Floristry, or Logistics.

- Good knowledge of German and excellent knowledge of English.
- Strong negotiation skills, assertiveness, and intercultural competence.
- Skills in project management.

### WHAT WE OFFER:

- A flexible and hybrid working model.
- A young and agile team valuing quick decisions and a willingness to take risks.
- Bonus system based on performance.
- A high degree of responsibility and freedom in designing your tasks.
- An environment that fosters individual self-realization and personal growth.

Wenn Du bereit bist, Dich dieser spannenden Herausforderung zu stellen, dann möchten wir Dich unbedingt kennenlernen! Sende Deine Bewerbungsunterlagen an: