

HEROCK® Workwear - Safety footwear – Sales Manager United Kingdom

Sales Manager United Kingdom

SALES MANAGER UNITED KINGDOM :

As the Sales Manager for HEROCK® Workwear - Safety footwear in the United Kingdom, you will have the unique opportunity to relaunch and grow the brand in a dynamic market. Unlike other regions, you will operate independently in this role, taking full responsibility for developing new business opportunities and strengthening existing customer relationships. You will be the face of HEROCK® Workwear - Safety footwear in the UK, working closely with our teams in the Head Office in Belgium and in other regions to successfully serve the market.

Purpose of the Role:

To establish and expand HEROCK® Workwear - Safety Footwear presence in the United Kingdom. You will drive revenue and profitability growth in line with the company budget while developing new and existing customer relationships. This involves actively pursuing potential key accounts and managing relationships with existing accounts.

In this role, you are a true pioneer: 80% of your time will be dedicated to active prospecting to firmly establish HEROCK® Workwear - Safety Footwear in the UK market. Additionally, you will manage a number of strategic key accounts and build long-term relationships. You are hands-on, driven, and not afraid to explore the market yourself. Thanks to your efforts, HEROCK® will grow organically, and step by step, you will build a strong team around you. Your entrepreneurial mindset and perseverance will make the difference!

Key Responsibilities:

1. Independent Market Entry and Expansion:

- Develop and implement a strategy to relaunch Herock Workwear & Safety shoes in the UK market.
- Identify and capitalise on new business opportunities within relevant sectors.
- Build strong relationships with key accounts and new customers to ensure long-term partnerships.
- Create and maintain a robust sales pipeline to meet annual targets.

2. Target and Revenue Management:

- Achieve sales and profitability targets for the Herock brand in line with the company's budget.
- Prepare weekly and monthly forecasts and provide regular progress reports.
- Collaborate with internal teams (finance, marketing, product development, warehouse, customer care, ...) to ensure optimal support.

3. Strategic Engagement:

- Work closely with the marketing team to develop successful campaigns that target market opportunities and promote specific products and services.
- Align with the head office team to coordinate product launches and phase-outs.

- Manage quotes and orders to ensure adherence to internal policies and pricing guidelines.

4. Reporting and Analysis:

- Submit weekly and monthly reports on sales activities, forecasts and results to our International CSO.
- Analyse market trends and customer needs to strategically position Herock Workwear & Safety shoes in the UK market.

Candidate Profile:

- **Experience:** You have proven experience in sales, ideally within workwear, fashion, or a similar B2B sector. Experience in independently operating within a market is a plus.
- **Skills:** Excellent negotiation skills and the ability to communicate effectively at all levels within an organisation.
- **Personal Attributes:** Driven, self-motivated and hands-on. You can think strategically but never lose sight of operational execution.
- **Languages:** Fluent in English. Knowledge of additional languages is an advantage.

What We Offer:

- A challenging and diverse role within an ambitious and growing company.
- The opportunity to independently develop a market and grow a brand.
- Competitive salary and benefits.

Are you the driven Sales Manager we are looking for to relaunch HEROCK® Workwear - Safety footwear in the UK? Apply today and become part of our success story!

<https://www.herockworkwear.com>