



In 1956, after spending 8 years working with polyamide components Norbert Bülte decided to establish his own company. Bülte Group set up originally his Offices in the small town of Lüdinghausen (Germany). In collaboration with a number of sub-contractors, the company invented the polyamide Bülte locking and sealing washer.

After pursuing his studies in industrial design, Mr Stefan Bülte, the son of the founder, joined the family business in 1979 with the sole desire to grow and expand the Company. In 1986, S.Bülte created Plastiques France in the Drôme Region and brought with him German expertise and vast experience in the industry. Accompanied along with a team experienced experts, he worked hard to develop what the company had to offer. The product ranges expanded significantly, offering a wide range of items and materials. In 1999, he created the 3d subsidiary in the United Kingdom.

Today the Bülte group has a multilingual Staff on their 3 European Sites and in order to answer to a growing market in Uk, we are looking for a **Country Manager Uk** for our subsidiary **Bülte Ltd**:

The mission is to drive and lead the performance sales organization to deliver the commercial strategy defined by the Headquarter Management. In this role you will manage all the sales focused on prospecting and signing new relevant customers, opening new key accounts and growing market share within the **Nylon Fastener sector**.

Whilst building the sales and trade marketing plans, you will not only develop your negotiating and sales skills, but also your financial & marketing skills, analytical insights and logistical understanding as you will be responsible for your client from A-Z.

You will report directly to the CEO of the Group Bülte and will work closely with his team but also with the and all the central support teams from the Headquarter based in France.

Your Key Activities

- Build sustainable business partnership; develop new agreements with new national, regional (England and Ireland) customers – Customer portfolio management
- Follow-up of orders and deliveries
- Ensures the alignment of Commercial activities with global organization and compliance to the company's code of conduct
- Liaise on a weekly basis with the team in Germany and France to communicate the needs related to the deliveries and samples requests

What makes you a strong candidate?

Desired Skills And Experience

- At least 2-3 years of sales experience
- Knowledge of SAP Business One
- Negotiation Skills
- Strong analytical skills
- Self-driven
- Sales Hunter
- Team Player
- Experience in successful Key Account Sales management
- Able to perform under tough and complex circumstances
- Proficient in the English and French language, both written and verbal
- Excellent knowledge of Microsoft Office (Word, Excel, PowerPoint)

Core competencies

- Transparent
 - Entrepreneurial
 - Passionate about customers
 - Making it happen
 - Total team player
 - Thorough
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- **Want to apply?**
A resume (in English) is required