

VISIONARY ENVIRONMENTAL COMPANY LOOKING FOR SALES MANAGER FOR NORTH AMERICA

**Is technical salesmanship your middle name?
Are you familiar with the playground industry?
Would you like to be a part of a truly innovative
international corporation striving for a
sustainable future? Then you may be just the
person we are looking for.**

Our North American Sales Director is looking for a dynamic Sales Manager to cover North America as a technical ambassador for our high-end innovative recycled rubber products. The focus area will be to promote Genan's products into the playground segment, the architect industry and other relevant applications.

The ideal candidate will have at least 10 years of sales experience, be technically savvy and eager to promote Genan's top-quality rubber powders, granulates and pellets in these competitive markets.

Your main tasks

- Take on the overall responsibility for the playground segment, supporting the entire Genan sales team, technically as well as commercially, in connection with sales to this segment
- Function as a technical advisor and educate installers and architects on best practices when using Genan products
- Participate in technical groups and conferences to share Genan knowledge about sustainability and promote the best use of Genan products
- Assist and advise customers about product specifications for correct solution and application
- Keep management informed on industry news, trends, products, services, competitors, relevant information about existing and emerging technologies, and the latest developments
- Prepare cost-benefit analyses for existing as well as potential customers
- Define customer needs and product USPs for maximum customer service
- Implement Genan's strategic plan – both segment- and region-wise
- Participate in internal Sales Meetings
- Act as ambassador for the Genan values: sustainability, innovation, quality and transparency

Candidates invited for an interview will receive a more detailed job description.

Your skills & traits

Hands-on experience from the playground or turf industry is preferred. We expect a positive energy combined with great communication skills – and an open-minded approach to the position as Sales Manager for North America.

We expect you to be super service-minded and have a friendly and attentive communication style coupled with an ability to identify and understand customers' needs and guide them in using Genan's products.

As in all sales positions, you must be persistent and take initiative. We expect you to work independently, be punctual and meticulous in all aspects of your work – as well as flexible since extensive travel is to be expected.

Your future with us

Genan offers a challenging and rewarding position with great responsibility in a most dynamic, international company with a fantastic culture. Among Genan colleagues, the tone is informal and based on gratification, trust, initiative and mutual respect. Good atmosphere and team spirit are very important to us at Genan – ensuring a harmonious working environment.

Interested?

Contact Executive Search Consultant Gunilla Girardo at GunillaGirardo@yer.com or **571-488-0426**. YER is Genan's dedicated international recruitment partner. Gunilla is a native of Sweden based in the Washington DC area and will support you throughout the hiring process. She looks forward to hearing from you.

Environmental company Genan boasts more than 30 years of experience in tire recycling. Counting a total of six state-of-the-art factories – one in Denmark, three in Germany, one in Portugal and one in the USA – Genan is the largest tire recycler in the world. Sustainability is our core value, and by turning huge volumes of end-of-life tires into new resources, Genan helps solve an immense, global problem. To strive for a sustainable future takes a dynamic and dedicated team; and our more than 300 passionate employees are thus the core of our organization.

