



## **SALES MANAGER**

BAABUK is looking for a Sales Manager. The position is a unique opportunity to work within a creative, ambitious and friendly team.

Location: Renens, Switzerland.

Full-time / ASAP

### **ABOUT BAABUK**

BAABUK was founded in 2013 inspired by an ancient tradition of shoe making. Our mission is to create comfortable footwear with all respect to the environment and to people wearing the products. We exclusively use a natural, renewable, flexible and durable material - wool. Today we have 3 products lines - slippers, sneakers and boots sold online and distributed in several countries. More is to come!

### **YOUR RESPONSIBILITIES**

You will be leading the B2B sales team. After an initial training, your main objective will be to strengthen our sales activities in Switzerland and expand abroad. Among other tasks you'll be involved in:

- Generating new leads and expanding current partnerships
- Field visits in Switzerland and abroad
- Preparing and taking part to national and international fairs
- Setting up and managing a small sales team
- Analyzing the market and the latest trends of the sector
- Helping with the definition of annual objectives and strategy
- Brainstorming new solutions together with the team

### **YOUR BENEFITS**

This is a permanent, full time position. You will be expected to take responsibilities by learning and proposing clear strategy and solutions to the team. You will be part of a smart and motivated group of people, building and managing a small team. We offer a challenging and motivating role with the possibility of taking more responsibilities as the company evolves. You'll be joining BAABUK in a very exciting stage of growth, self definition and international expansion. Your contribution will be valued and immediately visible!

### **YOUR QUALIFICATIONS**

- Previous experience in sales or business development or simply a passion for reaching out to people and negotiating
- Outstanding knowledge of English and French. German on top is a very strong advantage
- You are passionate, curious, honest and friendly!

**Apply by sending your resume, cover letter and references to [galina@baabuk.com](mailto:galina@baabuk.com)**

**Any questions? please call Galina at +41 78 620 3748**