

Sales Representative, Europe

Full-time

DATE POSTED: 1st May 2022

DEPARTMENT: Sales

SUPERVISOR:

About the Lavergne

Lavergne is reducing the world's dependence on virgin plastics. Since 1986, Lavergne has grown to offer a complete circular plastics solution to some of the world's largest companies, including HP, Dyson and Keurig. The company has developed proprietary technologies that enable it to recycle post-consumer plastic into high quality plastic resins for use in new products (not packaging). Lavergne has an international footprint, with manufacturing operations in Canada, Vietnam, Haiti and soon in Belgium.

Lavergne sells recycled plastic resins in granular form to moulding companies that manufacture products for OEMs. Over the years, the company has gained notoriety in the industry and is considered a leader in the manufacture of recycled plastic in Québec and Canada.

Overview of the Position

Responsible for developing new markets to enable Lavergne to improve its market share in Europe, the Representative, Europe is the main driver of revenue growth on the European continent.

In this role, he identifies and influences the major brands in the European market by making their stakeholders aware of the value of Lavergne's expertise and products. His primary objective is to rapidly build a recurring order book for Lavergne.

More specifically, its responsibilities are as follows:

Responsibilities

1. Analyze the potential of the territory/market
2. Achieve sales targets and expected results
 - a. Qualify potential customers for Lavergne products
 - b. Generate and manage leads in Europe using our customer relationship management (CRM) platform
3. Present, promote and sell products/services using sound arguments to existing and potential customers
 - a. Educate potential customers on the value of Lavergne's offer using the marketing and R&D teams
4. Carry out a cost-benefit and needs analysis of existing/potential clients to meet their needs
5. Establish, develop, and maintain positive and effective business relationships with existing and potential clients
6. Represent Lavergne at industry events, as determined in conjunction with the marketing team
7. Accelerate the resolution of customer issues and complaints to maximize satisfaction

8. Provide the Vice President, Sales and Marketing with reports on customer needs, issues, interests, competitive activities and the potential for new products and services.

Requirements/Skills Required

1. Organizational skills recognized by peers.
2. Customer-centric approach and an obsession with exceeding customer expectations.
3. Ability to work independently as well as in a team, in a fast-paced and rapidly changing environment.
4. Superior professional sales experience and business acumen.
5. Excellent active listening, communication, negotiation, and presentation skills.
6. Highly motivated and goal oriented.
7. Knowledge of French and English is essential. If unilingual, knowledge of English is even more important. Knowledge of any other major language spoken in Europe is an asset.

Academic training and experience:

1. Five or more years' experience in business development, either from existing accounts or in developing new accounts in Europe (ideally in Germany, France and the UK)
2. Representation experience and technical knowledge in the styrene (PS, ABS) / polymer / plastic products industry
3. University degree in business or another relevant field is an asset

Work Schedule

Type of employment: Full time depending on the regulations in force in the country of residence

Immediate supervisor: Vice President, Sales and Marketing (located in Montréal, Québec)

Work Location and Schedule: Within Europe; living near the Châtelet plant is not essential, although periodic attendance is required

Travel: The incumbent will be required to travel regularly in Europe; the main markets are Germany, the UK and France. However, visits to European moulders (often located in Eastern countries: Hungary, Czech Republic, Romania) are to be expected.

Salaries and Bonuses

Salary: (To discuss)