



INTERNATIONAL MATCH
THE PROFESSIONAL FIT

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COUNTRY MANAGER (SALES AND OPERATIONS)

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SUMMARY

We are looking for a director to start and develop a new online business with demonstrated success in different countries in Europe. The ideal candidate is an entrepreneur with several years of management experience in a mayor player Internet companies in Brazil.

We are looking for someone who has a Sales background and is able to see and manage the daily needs of a new company from start phase.

Are you Brazilian and have an excellent English level?

Are you someone with contacts in Horeca, Entertainment and Leisure sector in Brazil?

Are you looking for a big challenge with great success expectations?

COMPANY DESCRIPTION

Internet successful company in leisure and other activities.

YOUR RESPONSIBILITIES

- Refine and develop group strategy to match the specific business requirements of Brazil.
- Liaise with, educate and inform directors of opportunities from this market stream.
- Monitor results from internet marketing activity, evaluate effectiveness and refine future activities sales plan.
- Monitor spend against budget and effectiveness.
- Manage Internet Marketing Team to achieve optimum results from this marketing stream.
- Continually review and assess sales team achievement against identified standards.
- Sales Team personnel in order to achieve objectives and performance standards.
- Keep abreast of competitor activity and recommend any necessary tactical action.
- Learn and maintain a working knowledge of the IT software and systems employed throughout.
- Provide assistance and support to Employees regarding IT software.
- Maintain an accurate and current client database and database management system.
- Identify and recommend developments to ensure effective management of IT and database systems.
- Be able to demonstrate a full knowledge of products and services.
- Provide a weekly schedule of planned activities.
- Achieve sales activities within specified time-scales.
- Plan personal diary to make effective use of working day
- Provide time-phase qualified reports on achievement and activities

- Maintain high standard of personal presentation
- Liaise with other members of the Sales Team to actively promote sales opportunities, exchange information and increase professionalism
- Undertake all responsibilities with reference to procedures
- Ensure safe working area and work procedures in line with Company policy
- Undertake any reasonable duties as specified by Managing Directors/Chairman/Group Sales and Marketing Director

EXPERIENCE

Minimum 5 years in similar position.

OUR OFFER

- Annual salary not disclosed
- Full time and long term contract
- Dynamic team and international team
- Office in Sao Paulo

SKILLS

- Social Media.
 - Viral Communications.
 - Advertising by Click (Google AdWords and others).
 - Community management.
 - Web development.
 - Affiliate marketing.
 - Email marketing (analytical).
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- Demonstrated experience growing traffic and revenue associated with web properties.
 - Experience working closely with and/or leading a diverse, professional sales team.
 - Clear leadership characteristics and success in reaching goals through team management.
 - Knowledge and experience with holidays, resorts, hotels, leisure, promotions.
 - Familiarity with web technologies and how to manage feature development.
 - Strong initiative and willingness to approach work with a sense of urgency.
 - Strong organizational and analytical skills.

CONTACT

Send your CV to: Esther Sancho, match@inamat.net