

Sales Account Manager France (m/f/d)

Job description

THQ Nordic GmbH, based in Vienna, is looking for a Sales Account Manager to strengthen the retail sales team in Vienna and drive physical distribution for THQN SaS, our French subsidiary. Become part of a collaborative team in a fast-paced, multicultural environment, where you will work daily with both the Marketing and Sales teams.

Responsibilities of the role include:

- Be in charge for the entire commercial operation of our French accounts.
- Oversee the direct relationship with French retailers and distribution partners.
- Seek out and establish new retail and distribution channels in the French Market.
- Optimize product placement in the retail channels.
- Organize line up presentations with retailers and distribution partners.
- Coordinate and drive knowledge exchange within the sales team at THQ Nordic HQ.
- Be proactive in managing product life cycle in the market.
- Manage trade marketing activities with full budget responsibility.

Profile

Experience, qualifications, and skills: 3+ years of successful work experience in Sales Account Management

- Ideally, knowledge of the French retail market
- Ability to understand complex processes within the retail landscape
- Interest in video games
- Thorough knowledge of the MS Office suite
- Fluent in French (native speaker preferred), English and German
- Strong negotiation skills

Personality Traits:

- Strong personality
- Highly focused
- Highly organized
- Willing to travel extensively
- Motivated
- Able to work independently
- Proactive

Type of Employment: Full Time

You'll be offered an annual salary of a minimum of EUR 42.000,00 with possible overpayment depending on your qualification and experience.

Email your application credentials to Georg Klotzberg (jobs@thqnordic.com).

Any data we collect from you will be stored and processed in accordance with THQ Nordic GmbH's Privacy Policy. (<https://thqnordic.com/legal/privacy>)

THQ Nordic GmbH, FN 366280y/HG Wien