



ÊVERIE<sup>®</sup>, a French company based in Valence (Drôme), is a young and exciting company that combines technology with luxurious products so as to create new product experiences and unlock market opportunities. ÊVERIE<sup>®</sup> has recently launched its first product at Harrods. Because of this success, the size of the market and high customer demand, ÊVERIE is recruiting à:

### **Business developer specialized boutiques**

ÊVERIE<sup>®</sup> has designed «Le Parfumeur d'Intérieur<sup>®</sup>»; a home fragrance system inspired by a famous coffee brand. It offers a new luxurious ritual to perfume any interior «à la carte» through our perfume capsules and in «high fidelity» through our patented ink-jet inspired technology. For more information you can find us on [www.everie.com](http://www.everie.com) or [www.facebook.com/parfums.everie](https://www.facebook.com/parfums.everie)

Our dynamic environment, our growth potential and our entrepreneurial capabilities offer, for candidates who are ambitious and who perform, many career growth opportunities, either vertical, lateral, nationally and/or internationally.

### **The purpose of the job;**

You are completely responsible for identifying and realising profitable sales with a multitude of client types; from specialized boutiques in design, decoration to hotels, spas. You are responsible for point of sale setup, training and after sales of the clients you make. The entrepreneurial aspect of the job also requires assistance to the Director of Sales in selling to large (international) department stores.

### **Reports to;**

The Director of Sales and founder of ÊVERIE<sup>®</sup>.

### **Required frame of mind;**

We are looking for a clever, hungry, self starting, operational and entrepreneurial oriented sales professional who is not thinking in limitations but in opportunities. You are a professional, who is ready for a challenge and a personal and entrepreneurial development step. You should be willing to travel both nationally and internationally (if the opportunity arises). You should be able to be convincing in both small boutique owner environment and corporate structures of department stores. The ideal candidate has to have sales experience in concept selling (sales, point of sale setup, training and after sales) of luxurious products.

## A. Key responsibilities:

Quick penetration of our product portfolio in the required segments

- Identification and prioritisation, through analysis, of potential customers.
- Being able to make efficient appointments with decision makers at the client.
- Being able to sell, cross-sell and close the deal in a timely way according to the prepared sales objectives.
- Being able to offer the right follow-up after sales (point of sale setup, training and after sales) of luxurious products.
- Being able to assure, through communication within ÊVERIE® and the customers, the right follow up to assure a delivery and service level as agreed.
- Being able to follow the performance of customers (in relation to agreed objectives) and to identify their potential (cross selling) and opportunities (especially capsule sales).
- Track, summarize and report competitive information gathered from the field to the persons involved within ÊVERIE®.
- Assist the Director of Sales and founder of ÊVERIE in sales and other commercial related activities.

## B. Required Skills and Competencies:

1. Competencies:

- **Initiative and autonomy:** You have to be able to work autonomous to the assigned job. You have to realise that, in order to gain the required penetration levels in the market, initiative (in contacting and acquiring customers) is key.
- **Enthusiasm/Energy and will to succeed:** You have to have a natural drive to succeed and surpass set sales objectives. A high enthusiasm/energy level is required in order to fulfil the ambitions of ÊVERIE®.
- **Confidence and Persuasiveness:** You have to have the capability to persuade customers, in a confident way. Any objections he encounters should be handled with confidence.
- **Structured and Analytical Skills:** You will have to follow a large portfolio of different types of customers. Therefore it is essential that you work in a structured way and that you communicate efficiently (internal and external). In addition analytical skills are required for understanding quickly the essentials and implications of negotiations and market information.
- **Interpersonal Skills and communicative:** You will have to be able to communicate efficiently with different types of people that influence the potential of our products (shop owners, corporate buyers, marketing and sales people).
- **Flexibility:** You will have to be able to work in an exciting entrepreneurial company structure. Many things are still to be developed. In this environment the scope of the job can quickly lead to more responsibilities. On the other hand the job requires you to perform and many of these responsibilities will have to be done without the back office of a large sales department.

### C. Sales skills

- **Sales planning;** You have to be able to plan and prioritise key objectives on a 3 monthly basis and convert them back to day to day activities.
- **Negotiation;** You have to be able to know when negotiation is starting and follow, naturally, all the steps of the negotiation in an effective way.
- **Objection handling;** You have to know how to handle objections in an effective way
- **Closing the sale & follow up;** You have to know how to efficiently close a deal and what is required for good sell trough of our products at your customer.

### C. Description of possible career developments

ÉVERIE® is a small company, with great assets and great financial and entrepreneurial backing, which has a huge potential to develop itself as an industry and technology leader in the French and International market. Many career developments are possible (vertical and horizontal) and ambition is stimulated.

### D. Experience & qualifications;

- Minimal 3 years of relevant sales experience in the mentioned segments.
- Contacts and relationships already established in the French market (see segments) is essential.
- Sales experience; selling luxurious products to individual boutiques is key, having sold to key accounts (department stores) is an asset.

### E. Requirements & offer ÉVERIE

- Locations; the function ideally is based at the offices at Valence (Drôme), however, due to the extensive travelling, other locations can be considered.
- Salary; we offer you the opportunity to earn very well through a very attractive bonus component if your sales results are in line with the objectives made together. The bonus component is complemented with a fixed salary that is complimented with good benefits.
- In order for ÉVERIE® to evaluate the gathered experience we ask to give a number of references to check (employer and customer)