

Local Sales Agent Job Description

About the Company

Borg & Overström is a manufacturer of premium class drinking water systems. We continue to expand in existing and new global markets. Already in 46 countries, we have a clear plan to be truly global having successfully entered the N. America and UAE markets in 2019 and Australia in 2020.

About the Opportunity

Due to our global expansion plans and continued growth in this area, several **Local Sales Agent** positions are now available in different geographical locations. The main remit of the role will be building and growing the distributors network in the respected area. This would include increasing of brand presence and market share for the selected country/zone.

Working from home/remotely, this is a fast-paced role, offering you a variety of challenges and the opportunity to establish and grow your own business by being the ambassador of a rapidly expanding brand.

This is a unique opportunity for individuals who are determined to succeed and remuneration is directly linked to the amount of distributors turnover you manage to acquire in your area. You will be a person of high integrity, professionally and personally. We are looking for professionals that have in depth experience of working within a brand-led and sales driven business in the past 3-5 years. Ideally, you have experience of the distributor marketplace, possibly in or related to our industry (water cooler, water treatment, Office Coffee supplies, Facilities management companies...). You will need to demonstrate a high level of organisational skills to be able to work independently. You will also have loads of passion and drive, a creative mind, impeccable judgement and a track record of achieving stretched sales targets. A second language would also be an advantage and ability to travel is a must.

How do we expect this to work

We will offer you full in-depth product training, sales and marketing support and immerse you in the Borg & Overström Brand for you to become a true ambassador.

On-going sales and product support with a dedicated contact will be there to ensure your success in the country/zone.

We will hold the stock and ensure delivery directly to the distributors in the country/zone so you don't have to worry about stock holding. We will also ensure all after-sales query directly with our after-sales department.

You will also be responsible for feeding back all information about trend/certification/evolution about the country/zone you are responsible of to ensure maximum proficiency.