



International Sales Manager (m/f/d)

Drink More Water, together we grow.

All the great people here at waterdrop (www.waterdrop.com) have been shaking up the market with our innovative microdrinks and microteas that make drinking more water fun, convenient and more sustainable. We're proud to have saved countless plastic bottles in the process as well as having significantly reduced carbon emissions compared to prefilled beverages. Following our rapid growth to well over 1+ million satisfied customers, 19+ stores across Europe and the US, numerous dedicated B2B customers and being listed in over 8,000+ retail markets, we can't wait to take this journey to the next level.

Become part of this journey and join our passionate and driven team now!

Your responsibilities:

- As an International Sales Manager (m/f/d) you are responsible for building a profitable wholesales landscape in France, UK and the Netherlands (more countries to come)
- You acquire new retail partners in the France, UK and the Netherlands and outperform your own forecasted sales targets
- You develop local sales strategies to increase our revenue in all stores
- You are the first touchpoint of our retail partners and cooperate with them on all levels to boost the success of waterdrop in their stores
- You implement smooth processes and take ownership of all post-sales operations
- You set ambitious targets and develop measurements to continuously reach them
- You build up a strong network of responsible service providers to ensure that things work smoothly

Your strengths and qualifications:

- You have successfully graduated from university/business school
- You have a proven track record in wholesales management of 5+ years in a renowned company
- You are able to communicate fluently in French or Dutch and English (further languages are a plus)
- You have built up a strong network in the retail landscape
- You are well known for your strong sales and negotiation skills

- You are known for your distinct determination, a high degree of commitment and a detail oriented and independent work ethic

What we offer you:

- An **ambitious and international team** with whom fun is never neglected
- **Individual development opportunities** in one of the fastest growing e-commerce companies in Europe
- **€1000,- gross annual training budget** for your continuous development
- **MyClubs sports vouchers** to give you a sporty balance
- Monthly sports events (Freaky Fridays) to be active with your teammates
- **Lunch allowance** of € 5,- per working day, for a break with your teammates
- **50% discount** on your waterdrop purchases and many free merchandising items
- Legendary summer and Christmas parties!

The minimum salary for this position is **EUR 50.000 gross per year**. Depending on your qualifications, there is the willingness for overpayment.

Wanna Drop in? Send your application documents in English or German through our online application system. We are looking forward to reading from you soon.



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Additional information

Location	Vienna
Position type	Full-time employee
Start of work	As of now

Responsible

Marie Schneider