

New Valmar – Sales account manager France

As Sales Account Manager France, you will be responsible for strengthening and expanding our position in the French market. You will combine a strategic mindset with a hands-on commercial approach to drive sustainable growth.

You will focus on building strong relationships with key customers, developing new opportunities, and ensuring excellent execution in the market while also contributing to the development of our local agent network.

Key responsibilities:

- Develop and manage relationships with key accounts in the French market
- Drive growth in both specialized retail and mass distribution channels
- Work closely with local agents and support the further development of an effective agent network
- Identify and develop new business opportunities
- Negotiate commercial agreements and contracts
- Monitor sales performance and ensure targets are achieved
- Analyze market trends and customer needs to define growth strategies
- Collaborate closely with internal teams including marketing, customer service, and supply chain
- Represent the company at trade fairs and customer meetings
- You will translate internal commercial strategies into action and continuously improve the end-to-end sales process via our CRM platform (Dynamics 365).
- Proven experience in a commercial or sales role (FCMG/retail experience is a plus)
- Strong experience in managing key accounts
- Affinity with collaborating with agents and contributing to the development of a local sales network
- Excellent negotiation and relationship-building skills
- Proactive, entrepreneurial, and results-oriented mindset
- Strong communication skills
- Fluent in French and English (additional languages are a plus)
- Willingness to travel regularly within France
- A high-impact role with autonomy in an international environment

- The opportunity to grow and develop global markets
- Competitive compensation package with performance-based incentives
- Company car and attractive benefits
- Opportunities for continuous personal and professional development
- A dynamic and forward-looking organization

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