



FABER-CASTELL

C O S M E T I C S

Faber-Castell Cosmetics is part of the Faber-Castell Group and as a partner in the international cosmetics industry belongs to the leading private label manufacturers of decorative cosmetics. The name Faber-Castell Cosmetics stands for innovative, high-quality and sustainable cosmetics, which we develop in our global R&D departments

and distribute to leading international cosmetics brands as well as influencers and indies. We employ almost 800 team members worldwide who create a product portfolio tailored to individual customer requirements with passion and enthusiasm in our production facilities and HQ in Germany, Brazil and the USA.

For Faber-Castell Cosmetics, we are looking for a

SALES MANAGER (ALL GENDER)

This position is based in Paris, France.

TASK CONTENTS

- Identification of the sales potential for the Cosmetics business as well as pushing our strategy for the assigned sales territory
- New customer acquisition incl. trade fair and customer visits on site
- Proactive support and advice for existing customers on portfolio maintenance and expansion
- Identification and alignment of new customer requirements and trends, in collaboration with the existing Sales & Management team
- Participation in the medium and long-term strategy development for the supported customer segment as well as responsibility for budgeting
- Preparation of offers, contracts and project negotiations with customers and representatives
- Carrying out product presentations and leading sales discussions
- Management and support of customer projects

PROFILE OF REQUIREMENTS

- Completed studies in business administration with focus on marketing/sales or related fields
- Several years of working experience in the field of sales ideally in the private label cosmetics industry – preferably in the French market
- Very good knowledge of French and English, further language skills advantageous, especially German
- Strong customer orientation, sales talent and implementation power
- Advanced expertise in handling assignments and client projects
- Numerical skills, ability to work under pressure, team orientation and flexibility
- High willingness to travel
- SAP knowledge advantageous

If this challenging position appeals to you, then please [apply online](#) stating your salary expectations and availability.

Your contact person: Mrs. Kirsten Ulscht, Manager Human Resources, +49 (0) 1517 0680473

