

## Hello!

Welcome to our team, here you will be able to share your knowledge, your expertise and develop yourself in the most inspiring way. We create and we learn from our mistakes by evolving every day. Our company is growing fast, this will challenge yourself to face international and unexpected situations on a daily basis. Are you ready to be challenged?

## Welcome to our Little Big Family!

### Who we are

Quadpack is a global manufacturer and provider of packaging solutions for beauty brand owners. With offices in Europe, Asia, USA and Australia and a strategic network of manufacturing partners and a culture integrated with more than 25 different nationalities. We develop and manufacture personalised standard packaging as well as customised/bespoke packs, for prestige, masstige, and mass-market customers, with specialist divisions dedicated to skincare, make-up and fragrance sectors.

We are focused on global expansion, collaborative innovation and sustainability with the aim to become a great place to work!

### The mission of this role

The mission of this role is to manage client needs, focusing on sales growth strategy, within a global marketplace following the commercial Quadpack procedures and focused on the area key responsibilities.

### Key Responsibilities

- Develop sales at existing clients accounts.
- Expand business and customers portfolio by seeking new sales opportunities at new clients.
- Define business plans and forecasts for their sales area.
- Analyze and monitor monthly and yearly sales KPI performance and budget progress.
- Negotiate budgets and commercial conditions with our key customers and execute agreements, through a price analysis and margin optimization.
- Work closely with project manager team to identify and develop new projects.

### Requirements

- Bachelor's degree
- 5 years of experience in managing sales accounts within the Beauty and Cosmetics industry.

- Ownership attitude- push to learn through new challenges and capability to get results and lead the sales accounts.
- Languages: French (Native), English (fluent)
- Soft skills: analytical approach, goal-oriented, problem-solving, impactful communications, and negotiation.
- Hard skills: Advanced Excel and PowerPoint. Used to work with ERP (SAP will be a plus) and CRM systems.

If you are interested, please contact:

Silvia Vizcaíno  
Talent Acquisition Specialist  
[silvia.vizcaino@quadpack.com](mailto:silvia.vizcaino@quadpack.com)  
0034 617 803 131