



Position Specification

Channel Manager, Export

The Company

Our client is a privately held global manufacturer and marketer of office products and solutions dedicated to enhancing security, organization and productivity in the workplace. With a dedication to quality and value, they are considered a market leader in their market. With a well-known brand and a close to 100 year history, the company employs over 1000 people and has operations in 14 countries around the world.

The Position

Overview

The key objective of this position will be to further build and grow, in a profitable fashion, volume for the company's Latin American business. Working as the leader of a small team, the successful candidate will take a hands-on approach to take the company's existing business to the next level. This will include the development of a sound business and sales plan and executing it to achieve growth objectives. Specific objectives will include, but are not limited to the following:

- Manage the Latin American export channel, which currently is comprised of customers in Mexico, Central America and the Caribbean.
- Develop strategic sales priorities and ensure they are executed against agreed upon metrics.
- Manage the regional P&L to ensure both revenue and profitability objectives are met. The candidate must also ensure world class customer service (especially to large, global accounts) and that supply chain metrics are met.
- Communicate corporate strategic direction to key customer constituents as well as in country dealers and distributors.
- Effectively communicate regional strategy internally and ensure allocation of resources to meet regional business demands.

Responsibilities

- Drive Revenue through the development of a channel/account sales strategy and develop an internal sales organization to ensure P&L metrics are achieved.
- Partner with major accounts to ensure customer service levels are met while at the same time monitoring service levels and improving processes and efficiencies.
- Manage key account P&L and ensure stated business objectives are both tracked and achieved.
- Champion Industry Leading Customer service.
- Lead Customer Contract and Credit negotiations within the region.





- Manage a small staff and performs all duties related to talent acquisition, retention and development.

The Candidate

Education

A bachelors and advanced degree are required, an MBA preferred.

Professional/Personal Qualifications

- Success in growing an existing account base and managing a P&L.
- 5-7 years progressively more responsible marketing and key account management roles in companies well known for developing talented global executives and leaders.
- Demonstrated leadership and success in building a comparable regional business, (branded products) comprised of multiple accounts, both direct and distributors.
- Demonstrated success in the implementation of a portfolio strategy targeting regional specialty 'big box' retailers with a focus on allocating resources to effectively maximize ROI and volume growth.
- Key knowledge of product categories, regional distribution channels, competitors and success in serving/growing existing customers, while also developing new ones.
- Experience and success in business development, distribution and direct sales and marketing for a multinational company known for success in a global market.
- A global executive who has lived and worked in the defined region. An individual who is both multi lingual and multi-cultural. Fluency in both English and Spanish is required.
- Experience in building brand equity; excellent judgment in marketing, strategic sales and general business.
- A person with strong leadership skills. Someone who has had success in leading a geographically dispersed team and is comfortable working in a corporate setting, yet is entrepreneurial in nature.
- A strong communicator. The candidate must have strong interpersonal skills and be comfortable working in a multicultural setting. An individual of unquestionable ethics and work habits, someone who is able to lead by example.

To learn more about this opportunity or provide a confidential referral, please contact:

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Please use this reference code in the subject line of your response:

Reference Code: Latin America Channel Manager_338-01_PPI
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