

Regional Account Managers for France or Italy

Yoga Design Lab is seeking an ambitious and energetic **Regional Account Managers for France or Italy** to help us expand our international wholesale accounts.

Blending fashion-forward design elements with innovative functionality and bio-renewable consciousness is key to the Yoga Design Lab approach. From our insulated stainless steel water bottles (reduce your use of plastic water bottles please!), to our combo yoga mats comprised of biodegradable natural tree rubber, to the water based inks used in our printed designs, we can all make a difference with the products we buy.

Responsibilities

- Develop a growth strategy to expand Yoga Design's Lab presence In respective market
- Conduct research to identify new markets and potential partners for wholesale/retail accounts
- Plan approaches and pitches. * Work with team to develop proposals that speaks to the client's needs, concerns, and objectives.
- Keep records of sales, revenue, invoices etc.
- Provide trustworthy feedback and after-sales support
- Build long-term relationships with new and existing customers

Requirements

- BSc/BA in business administration, sales or relevant field
- Proven sales track record
- Experience in customer support is a plus
- Proficiency in MS Office and CRM software (e.g. Salesforce, Hubspot)
- Native French, Italian or Spanish respectively and proficiency in English
- Knowledge of the yoga and fitness markets and/or athleticwear market
- Communication and negotiation skills
- Ability to build rapport
- Time management and planning skills
- The ability to work independently while maintaining a team player attitude

This will be a part-time position (10-15 hours per week to start) located in Cape Town with an option for occasional telework. Compensation will be highly competitive and reflect experience.

If interested, submit your CV to bianca@yogadesignlab.com. Please include in the subject line which market is interesting for you.

Interviews will be on a rolling basis until the position is filled.