

TGI Portugal is a full scale, highly dynamic and flexible European textile producer, based in Lisbon. We are work in the high-end international market for lingerie, underwear, swimwear and other production in light knits.

HEAD OF SALES

Mission:

The head of sales should define and follow up sales development strategy, to ensure compliance with annual budget.

Should define action plan to achieve goals and/or correct budget deviations, should have an understanding of the entire market to be able to identify and/or anticipate new business opportunities.

Will develop and negotiate contracts with clients portfolio,

Working alongside production, planning, quality to provide the best service.

Coordinate sales team.

Qualification:

- High degree in Management, Marketing (not mandatory).
- Industrial Background in Sales Management in a textile industry is an asset (preference in Underwear/Swimwear).
- Fluent English.

Soft Skills:

- communication and negotiation skills;
- highly organized, hard worker and business oriented;
- availability to travel;
- determination to achieve an end result, and optimism and enthusiasm when things don't go to plan.
- Teampayer.