



KOMONO

Are you a born business developer and crazy about fashion?

KOMONO (Japanese for “small things”) is a young, yet very successful Belgian fashion brand designing and selling watches and eyewear. Since its creation in 2009, the company, headquartered near Antwerp, has known a strong growth year after year and has won the Trends Gazellen Award recently. Products, with a contemporary design, minimalistic and colorful are being sold in over 5000 shops in more than 80 countries around the globe. This is just a beginning! KOMONO is ambitious and wants to continue making luxury accessible, engaging with a very large audience whilst maintaining the fashion-forward, refined character of its brand.

Therefore we are now looking to strengthen our sales team with a (m/f):

SALES EXECUTIVE driven to contribute to our international expansion

Your role

- in line with our global strategy and vision you develop a business plan for your region
- you will monitor, motivate and follow up on existing distributors and/or agents and local sales teams in France, Spain, Italy and Greece
- If appropriate/necessary you identify additional agents or distributors in order to maximise geographical coverage in your countries
- you steer marketing and sales initiatives and measure their results whilst monitoring the positioning of our brand
- you strive for continuous improvement and take initiatives to optimise countries' performance
- you negotiate commercial agreements to maximise return

Your profile

- either you already have a few years of international indirect B2B sales experience or you have the ability and drive to rapidly adapt to international business
- ideally you gained your experience in the eyewear industry, or in fashion, working with young, creative brands
- as a strong communicator you are able to convince partners, people/teams and stakeholders
- as a fashion lover you have the ambition to contribute to the success story of a great brand
- you have a hands-on, pro-active and can do attitude and you are very well organised
- you are a passionate, empathic, creative, result driven, persistent, assertive and stress resistant professional
- you are pro-active, client oriented and a real problem solver
- you love working in an autonomous way, but you are also a team player

Our offer

- a challenging international job in a fast growing, ambitious company, based in the world capital city of fashion
- some 50 young, creative, dynamic, great colleagues with numerous nationalities
- a motivating compensation package and real career development opportunities

Interested?

Don't wait any longer and send your CV and motivation letter to our recruitment partner AXE Consult by mail to luc-vermeersch@telenet.be. For additional info you may call +32 475 618183.

Your application will be treated confidentially and will not be shared with another party than KOMONO, in line with GDPR regulations.