
JOB OFFER: Sales Manager Greece Region M/F

GLORIA MARIS GROUP is one of the leading European companies in premium marine aquaculture. An international group (200 people) founded in Corsica nearly 30 years ago, it has rapidly expanded in recent years through external growth, enabling it to control the entire value chain: from fry (genetic selection) to the marketing of farmed fish (Gilt-head bream, Sea bass, Meagre, etc.).

Fully aware of the exceptional quality of the environment where our productions are established, we combine passion, expertise, high standards, and commitment to quality. The premium quality of our farms determines our positioning in both the French and international markets.

Do you want to be part of this significant transformation in production and consumption modes that quality aquaculture represents as a sustainable solution for future generations? Then join the adventure with our subsidiary, "Ecloserie Marine de Gravelines," whose European reputation is recognized for genetic excellence. You will be at the heart of an economic activity intersecting major food and environmental challenges for the planet.

To strengthen our market position, Ecloserie Marine de Gravelines is seeking an:

Experienced and Dynamic Sales Manager to join our commercial team, focusing on expanding our market in Greece. This strategic role is crucial for our short-term development projects.


Key Responsibilities:

- **Sales Strategy:** Define and deploy a commercial strategy aligned with our growth objectives, in accordance with our group.
- **Market Development:** Create and execute targeted commercial and promotional initiatives to achieve our sales goals.
- **Customer Relationship Management:** Act as an ambassador for our brand by developing and maintaining a portfolio of clients in Greece.
- **Market Analysis:** Collect and analyze data on products, market trends, and competition to optimize our commercial performance.
- **Performance Monitoring:** Maintain updated dashboards to evaluate results and adjust our strategies.

Profile:

- **Experience and Skills:** Minimum of 10 years in a successful commercial role, preferably in the aquaculture or seafood industry.
- **Education:** A dual background in aquaculture/marine biology and commerce is a definite advantage.
- **Languages:** Bilingual in French/Greek or English/Greek is essential.
- **Passion for long sales cycles, international trade, and business development.**
- **Location:** Ideally based in Greece, but other locations in Europe are possible (remote work + regular travel to Greece).

Interested? Apply now and join us on this exciting adventure by sending your CV to flora.duval@gloriamaris.com

 Scan to learn more about the company !

