

USP Solutions is the world leading Demo Development Expert for the cosmetics industry. Our Skin-, Hair, Deo- and UV tools have successfully supported brand activation campaigns of companies such as UNILEVER, L'Oréal, P&G, J&J and Beiersdorf in more than 70 countries worldwide. We at USP Solutions are proud to be pioneers, innovators and global leaders in our market with our unique 3 step approach that has allowed our customers to "touch" more than 500 Million consumers over the last 12 years, or 114 000 per day, 4 700 per min, 79 per seconds.

USP Solutions is headquartered in Klagenfurt, Austria with offices in Singapore and Paris.

To drive USP's business we are looking for a

Territory Sales Manager (f/m)

(www.usp.at)

The Regional Sales Representative is responsible for developing a territory supported by a team of Sales Executives via defined processes and tools. The tasks result in building a sales pipeline, an accurate forecast, and generating revenue to achieve quota objectives in a defined territory.

Key Responsibilities:

- Using experienced sales skills, achieve quarterly and yearly pipeline, forecast goals, and revenue target in a defined territory.
- Selling to key stakeholders, Marketing executives and Brand executives, focusing on large accounts.
- Deliver sales and product presentations/demonstrations over the phone or on-site. Up to 20% travel time is required.
- Creating value for FMCG customers and utilizing a solution approach to selling.
- Defining outbound prospecting with the SEs for new opportunities.
- Weekly forecasting – know deal details, status, decision makers and next steps in closing opportunities.
- Effectively qualify and develop prospects using a consistent emailing/calling contact process to attain quarterly/annual Sales objectives.
- Use salesforce.com to record all sales activities to ensure accurate forecasting and history, including tasks, leads, deals, and all follow-up activities.
- Learn and maintain in-depth knowledge of USP products/solutions and Cosmetics & Beauty industry trends.
- Committed to continuous sales skill improvement.

Qualifications:

This position will suit you if you have outstanding communication and presentation skills. A background in cosmetics, in a sales or marketing environment is a strong plus but not a must. Prerequisites include fluent written and spoken English (German not essential) as well as enjoyment of travel. Furthermore, you have pleasant manners and a neat appearance, are familiar with MS

Office and have a clear affinity for working with IT systems. Knowledge of Salesforce is of additional advantage. The ideal candidate will have a positive attitude coupled with team spirit and work efficiency, be a high achiever with a proven track record of success, and show strong problem-solving skills with a focus on creative, fun, and innovative solutions.

Offer:

We offer an employment in an international environment where team spirit is taken seriously. [Click here](#) to meet our team, and find out what working at USP Solutions is like.

The salary is dependent on experience and will range from € 42.000 to € 75.000 annually.

Location: Klagenfurt, Austria

How to apply:

Interested in joining our team? Please email your application to hr@usp.at. We are looking forward to it!