

Join a beauty icon that celebrates **boldness, creativity** and **individuality**.

Our client is a global leader in the **beauty industry**, known for breaking beauty boundaries and creating innovations that inspire confidence and ignite joy every day. Since 1932, the brand has provided consumers with high-quality product innovation, performance and sophisticated glamour.

With a rich history of being a pioneer in beauty, the company continues to shape the market with a diverse **portfolio of iconic brands** and product offerings in color cosmetics, skincare, hair color & care, personal care, and fragrances. The brand is celebrated for its commitment to inclusivity, diversity and innovation, and it empowers consumers through its products, campaigns and values.

Positioned in the "Top of Mass" market, it offers high-quality yet accessible products, sold globally through multiple retail channels. The company has a strong **international presence** and continues to evolve with a focus on **sustainability** and **diversity**.

To support this growth across the **Benelux region**, we're looking for a **Sales Retail Manager (M/F)**.

Sales Retail Manager (M/F)

RESPONSIBILITIES

As **Sales Retail Manager** – Fragrance, Parapharmacy & Retail Channels, you contribute to the company's commercial growth by **managing key accounts** and developing **B2C/B2B strategies** across online and wholesale platforms.

Your main responsibilities include:

- Managing **strategic key accounts** across perfumery, parapharmacy and retail, ensuring sales performance and budget compliance.
- Driving **B2C development**, including **retail** and **e-commerce**, through annual targets, customer agreements and product visibility.
- Expanding **market presence** via partnerships with e-commerce and wholesale platforms, focusing on both B2C and B2B growth.
- Overseeing wholesale clients in **Benelux**, aligning with company goals and distribution targets.
- Leading **acquisition** and **retention** strategies, managing overdue accounts and developing the client portfolio.
- Ensuring **internal coordination** and market responsiveness, while proposing proactive and innovative solutions.

This role plays a key part in executing the commercial strategy and accelerating market expansion.

PROFILE

- You have at least **3 years of successful experience in sales**, ideally within a competitive and fast-paced environment.
- You demonstrate strong **commercial** and **negotiation skills**, and a proven ability to meet or exceed **targets**.
- You show a keen interest in your **market, competitors** and **products**, and understand how to position value effectively.
- You are confident in managing and monitoring **sales budgets** and **KPIs**.
- You have an excellent command of **Dutch** and a good command of **French** and **English**.
- You are **autonomous, rigorous** and **solution-oriented**, with a strong focus on **customer satisfaction** and **results**.
- You are able to manage multiple **priorities** simultaneously and remain composed under pressure.

OFFER

- A growing **international company** renowned for the quality of its products.
- A **dynamic** and **multicultural work environment** offering international exposure.
- A **career opportunity** within a company that encourages personal growth and skill development.

INTERESTED?

Please send your CV along with a cover letter to: cecile.deldinne@pahrtners.be.

YOUR APPLICATION AND PERSONAL
INFORMATION WILL REMAIN STRICTLY
CONFIDENTIAL.