



SELLMARK®

"BRANDS THAT SELL"



International Account Manager

Sellmark Corporation is a leading manufacturer of outdoor lifestyle products headquartered in Mansfield, Texas – United States. Sellmark's brands include: Sightmark, Firefield, 12 Survivors and Southern Crossbow. Our brands and products are found in more than 50 countries and are represented at Academy Sports and Outdoors, Bass Pro Shops, Cabela's, Gander Mountain, Frankonia Germany and other top retailers. Sellmark's awards include: Inc. 500/5000 Fastest-Growing Companies; Dallas 100™ Fastest-Growing Private Companies; Fort Worth Business Press Top 100 Private Companies and more. Sellmark seeks employees with the ability to contribute creatively in teams as well as work independently to achieve our vision—to be the No. 1 developer of brands and products for the outdoor lifestyle market.

Job Summary: Established American company opening a new office in Sofia (or surrounding areas) Bulgaria. Seeking to employ a highly motivated and talented sales professional to successfully build and grow a pipeline of accounts. Passport in good standing for extensive traveling locally and internationally is required. Training opportunities in the United States which will include extensive on-boarding and indoctrination into the company.

Core Duties & Competencies

- Develop and maintain new accounts as assigned. Work on building a rich pipeline through prospecting and networking
- Create strategies for increasing business in the assigned markets
- Must be aware of international variances in cultural and legal issues pertaining to sales
- Build multiple relationships within each account to maximize the company's presence
- Analyze assortments, customer business and make recommendations for improvement
- Keep current with product status, industry issues and market trends
- Provide market feedback and report to executive management
- Comfortable conducting high-impact sales presentations
- Provided sales support to new and existing accounts by understanding the customer's business, anticipating their future needs and becoming their primary supplier
- Train customer staff on brands, products and sales
- Experienced in travel planning and maintaining accurate records including expense reimbursement and other documentation as needed
- Attend national and international trade shows, participate in special events and other tasks as assigned

Required Skills and Attributes

- Passport in good standing – extensive traveling outside/inside of Europe will be required (**60% travel required**)
- High level of integrity and strong work ethic
- University Degree in Business, Marketing or related field
- Effective communication skills (written and oral)
- Fluent in English - written and oral (**CV & cover letter must be sent in English**). Primary office language is English
- Minimum 6 to 7 years of experience in product demonstration, consultation or similar client-facing role
- Shooting/Hunting knowledge desired but not required
- Self-motivated with high energy and an engaging level of enthusiasm
- Demonstrated success as a top sales performer who consistently exceeds sales quotas
- Able to lift and carry heavy boxes, sales sample cases and trade show materials

What we offer:

- Competitive Pay * (base salary plus bonuses)
- Paid training – immersion in the industry by attending 2 international trade shows (SHOT Show and IWA Outdoors) as part of initial training
- Vacation time

*Salary based on experience

Please send CV, cover letter and salary requirements to: employment@sellmark.net



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