

# Commercial Director (m/f)

Prijava do: Thu, 10/31/2024 - 12:00

Kategorija Senior Management

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O KLIJENTU

Our client is a leading player in the distribution and logistics sector, known for delivering comprehensive supply chain solutions across Croatia and the wider region. With a focus on innovation and efficiency, they have built a strong reputation for seamless operations across various industries, including FMCG, retail, and e-commerce. They are currently seeking a Commercial Director to drive business development and strategic growth.

## The Position

This role provides a unique opportunity to shape and lead the commercial strategy of a growing organization, helping to drive revenue and profitability.

## Key Responsibilities

- **Strategic Leadership:** Develop and implement a commercial strategy that aligns with the company's growth objectives.
- **Business Development:** Identify and pursue new business opportunities to expand the company's market presence.
- **Client Relationship Management:** Build and maintain strong, long-term relationships with key clients and stakeholders to ensure exceptional service and satisfaction.
- **Team Leadership:** Oversee the sales, purchasing, and controlling teams, setting ambitious targets and driving performance to meet business goals.
- **Cross-functional Collaboration:** Work closely with logistics, operations, and marketing teams to ensure commercial initiatives are aligned with the company's overall goals.

## **The Candidate**

- The ideal candidate will have:
- **Proven Commercial Leadership:** Experience in a commercial leadership role, ideally within the FMCG sector.
- **Business Development Expertise:** A strong track record of identifying opportunities and delivering revenue growth.
- **Analytical Mindset:** In-depth knowledge of analytics, with proficiency in Excel and other tools to track performance, analyze data, and make informed business decisions.
- **Excellent Communication and Negotiation Skills:** Ability to build and nurture long-term relationships with clients and partners.
- **Leadership Experience:** Experience managing and motivating sales teams to achieve business objectives.
- **Strategic Mindset:** Capable of identifying market opportunities and adapting to changing conditions.

## **What's in it for you?**

Be part of a dynamic and growing company in the distribution and logistics sector. Play a crucial role in shaping the company's commercial success and future growth. Opportunity to lead a high-impact team and contribute to long-term business strategy.

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If you wish to be part of our client's successful story and align with the required qualifications, please reach out to us. Send your resume via the application link. We'll contact the selected candidates who meet the specified criteria as soon as possible. Your application will be taken care of with utmost confidentiality.

Your personal information as well as the information you provide in your resume is processed solely for job search purposes. We process your information until you request that we exclude you from our base of candidates. Additional information on the protection of personal data is available on these pages at <https://smartgroup.hr/en/privacy-policy>