

Trixie – Sales Representative France

We are looking for a permanent sales colleague or independant agents to strengthen the position of the Trixie brand (baby and children's products) in the French market.

Are you commercially savvy, very autonomous, and eager to take initiative with enthusiasm? Join a dynamic company where your entrepreneurial spirit will be fully valued!

Your responsibilities:

- We have already identified a segment of B2B clients (specialized stores), providing you with a strong foundation to build upon. This allows you to focus on nurturing and strengthening existing relationships while actively seeking new opportunities for growth.
- Following a precise sales plan, you will regularly visit your B2B client portfolio (including small retailers, strategic clients, and chain stores) for business meetings, product presentations, the introduction of new collections, and more.
- With your negotiation skills and ability to persuade, you will build sustainable, win-win relationships with your B2B clients.
- You will often be on the road, but you will also maintain regular communication with your Trixie colleagues (sales, product management, logistics, etc.).
- You will also participate in trade fairs, both national and international, to represent the brand.

Your profile

- You have proven experience as a sales representative, ideally in the toy, children's equipment, or interior design sectors.
- Sales come naturally to you, and you know how to leverage your commercial skills to persuade and inspire your B2B clients.
- You are able to analyze the needs of your clients and offer tailored solutions to meet their requirements.
- You enjoy fieldwork and value direct contact with clients.
- You will spend 4 out of 5 days in the field, frequently traveling across large regions to meet with clients, so your ability to travel and stay organized is crucial for this role.
- You have a strong command of sales analysis tools and know how to use data to refine your sales strategies.
- You are fluent in French, and proficiency in English is an additional asset.

We offer you

In case of a permanent employee:

- **Permanent Contract (CDI) – "statut cadre":** A work environment that encourages responsibility, autonomy, and the freedom to take initiatives, contributing to the growth of the Trixie brand in France.
- **Attractive compensation:** A fixed salary complemented by a variable component based on your sales performance.

- **Employee benefits:** Health insurance, a company car, and additional perks tied to your "statut cadre".
- **Defined territory:** A geographical area currently being finalized to ensure optimal coverage of the French market.
- **Career development aligned with your ambitions:** The opportunity to enhance your skills within a fast-growing company.

Are you an independent agent and interested? Feel free to apply!

<https://www.trixie-baby.com/home>