



The Katadyn Group offers products and solutions for the outdoor and marine industry as well as for industrial and humanitarian needs. Our diverse product portfolio ranges from water filtration and purification solutions, freeze-dried food specialty meals and ready to eat emergency food to marine and land-based desalination systems. Our brand portfolio provides products and services that are not only used by humanitarian aid organizations and the military but also by customers all around the world while traveling.

## Sales Manager Latin America and the Caribbean (m/f/x) 100%

The Katadyn Group is seeking a highly motivated and experienced Sales Manager to join our remote team from Colombia. In this role, you will support our team building and managing a distribution network, identifying new clients, and driving revenue growth in Latin America and the Caribbean.

### Responsibilities

- ✓ Support the development and execution of sales and marketing strategy to grow the business in the Latin America and the Caribbean.
- ✓ Build and manage relationships with distributors and retailers to expand the company's market presence.
- ✓ Conduct market research to stay informed about industry trends, competitors, and customer needs.
- ✓ Identify and pursue new business opportunities to increase revenue and market share.
- ✓ Develop and deliver presentations to prospective clients, highlighting the company's products and services.
- ✓ Negotiate contracts and agreements with clients and partners.
- ✓ Coordinate activities with the sales team in Switzerland to ensure consistency and alignment with the company's overall strategy.
- ✓ Provide regular sales forecasts, market analysis, and reports to the leadership team.
- ✓ Manage the overall sales process, from lead generation to deal closure.
- ✓ Attend trade shows, conferences, and other events to network and promote the company's brand.

### Requirements

- ✓ Master's degree in Business Administration or a related field.
- ✓ Minimum of 5 years of experience in business development or sales.
- ✓ Proven track record of successfully building and managing distribution networks and driving revenue growth.
- ✓ Project based experience.
- ✓ Strong negotiation and relationship management skills.
- ✓ Proficiency oral and written in Spanish and English. German is a plus.
- ✓ Excellent communication and presentation skills.
- ✓ Ability to work independently and remotely, while maintaining a high level of productivity.
- ✓ Existing networking and experience within the Water Industry or Public/Defense Sector is a plus.
- ✓ Experience using CRM tools.
- ✓ Availability to travel within the region.

If you are a results-driven individual with a passion for business development, we encourage you to apply for this exciting opportunity to join our team and help grow the Katadyn Group's local presence in Latin America.

Apply here: <https://forms.gle/QkNnNJXXf5eKFSx2A>