



PIANEGONDA
pure forms



You are passionate with design, luxury, high-end watches and/or jewelry?

Pianegonda (www.pianegonda.com) is an iconic Italian brand born in Milan in the 1990s designing exclusive contemporary jewelry pieces made of sterling silver and 18kt gold.

Vincent Gaye Company (www.vincentgaye.com) is the exclusive distributor of Pianegonda for Belgium and the Grand Duchy of Luxembourg.

We are looking for a result-driven experienced senior Sales Representative with excellent interpersonal skills who will actively seek and engage selective customer prospects for Pianegonda in Belgium and Luxembourg.

Responsibilities

- Act as the Brand Ambassador in the territory
- Present, promote and sell Pianegonda using solid arguments to existing and prospective customers
- Establish, develop and maintain positive business and customer relationships
- Achieve agreed upon sales targets and outcomes within schedule
- Expedite the resolution of customer problems and complaints to maximize satisfaction
- Coordinate sales effort with team members and other departments of the Company
- Analyze the market's potential, track sales and status reports
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services

Duties

- Sales Management
 - Define a commercial strategy with Company Management
 - Prospect potential new Points of Sale
 - Present the Brand and product collections to existing and potential Points Of Sale
 - Collect and analyze sell-in, sell-out and inventory data
 - Collect orders at the Points Of Sale
 - Make recommendations and give advice to customers
- Communication, marketing and merchandising
 - Give support to the Points Of Sale with marketing material in line with the marketing campaigns
 - Provide merchandising support when visiting the Points Of Sale
 - Participate to and give support in the organization of events
- Training

Skills and Experience

- Proven track records as a Sales Representative in the premium/luxury industry
- Experience in the watch or jewelry industry is a plus.
- Passion for design, luxury and high-end watches and/or jewelry. Passion for detail.
- Highly motivated and target driven
- Excellent selling, negotiation and communication skills
- Prioritizing, time management and organizational skills
- Relationship skills and openness to feedback
- Good knowledge of MS Office tools
- Excellent working knowledge of French and Dutch languages

Contact jobs@vincentgaye.com