



Business Development Manager (ad interim) for the France and UK market 100% (f/d/m)

With a sewing machine in the kitchen and a bathtub laundry: FREITAG has been developing, producing and distributing bags and accessories made from used truck tarpaulins worldwide since 1993. We are guided by the circular economy and our [manifesto](#): We think and act in cycles.

As the Ad Interim Business Development Manager for FR & UK, you will be responsible for advancing the FREITAG brand locally, with a specific focus on maintaining and expanding our existing wholesale (WHS) network and revenue.

In this role, you will be based in Paris, working remotely in close cooperation with our Zurich HQ. Your main sparring partner will be the Global WHS Lead. Working independently, managing your own agenda, and traveling regularly to visit existing customers and prospects will be fundamental aspects of your routine.

Your Mission

- Smooth Transition: Take over all tasks, goals, and projects from the team member going on maternity leave

- Network Growth: Maintain and grow our WHS network in France and the UK, with specific sales and marketing project assignments in Paris
- Strategic Contribution: Contribute to sharpening the expansion action plans for both markets
- Dealer Support: Provide a premium level of support and training to the existing dealer network by visiting them regularly to present new products and collections, monitor and improve the Visual Merchandising of FREITAG products, and continuously train them on the brand, product lines, and material development
- Travel & Agenda Management: Organize your agenda and travel plans autonomously (travel can be up to 70% during peak times)
- Reporting, Forecasting & Analysis: Create and evaluate various reports and analyses, including new product sales forecasts, customers' yearly budgeting, and product sell-out performance
- Financial Alignment: Support our Finance department in maintaining a healthy payment flow with local customers
- Market Activation: Drive market activation through organizing local events, sales promotions, opinion leader (OPL) seeding, ecc.

Your backpack

- You have a minimum of 3-5 years of professional experience in the wholesale fashion or design industries, paired with a strong local retail network
- You are based in Paris
- You have proven experience in managing and growing Key Accounts
- You like to travel (professionally) and have the availability to be on the road up to 70% of the time during peak periods
- You are a visionary, strong sales personality who can work independently and stay organized across different roles
- You are able to flawlessly mix strategic vision with a hands-on approach, ensuring projects are executed professionally and on time
- You have a strong flair for numbers, with the ability to easily develop sales plans, forecasts, and action plans
- You have a good eye for Visual Merchandising and a willingness to provide hands-on support to customers

- You are familiar with Google Suite, proficient in Excel, and experienced with ERP and ordering systems
- You speak fluent French and English; German is a plus
- You have a genuine affinity for the FREITAG brand

What we offer

- Flexibility and remote work
- competitive salary & all travel expenses covered
- Full training
- Free day on your birthday
- Internal and external employee events
- F-Crew discount and annual WOWcher on all FREITAG products

Your application

Tell us something about yourself in your cover letter. Why do you think you fit in with us and why do you want to work at FREITAG? What is your hidden talent, what is your favourite food, or which bike do you ride?

FREITAG is an equal opportunities employer. Diversity, equality and inclusion are part of our culture. A reality that we always stand by and promote.

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