

Global Distribution Manager

Ecublens (VD), 100%, Permanent position

Grow with us!

The Global Distribution Manager's mission is to establish, nurture, and optimise a high-performing global network of distribution partners that effectively deliver bNovate's innovative water monitoring solutions to markets worldwide, driving revenue growth and expanding market share.

YOUR KEY RESPONSIBILITIES

Distribution Network Development and Expansion:

- Identifying and Recruiting New Distributors: Establish distribution agreements in target markets (Utilities and F&B).
- Market Analysis and Strategy: Identify growth opportunities in different regions (Initial focus on Europe and Asia).

Distributor Management and Support:

- Onboarding and Training: Provide comprehensive onboarding programs to new distributors
- Relationship Management: Build strong, collaborative relationships with distributors.
- Sales and Marketing Support: Provide marketing and sales materials and support local marketing campaigns. Delivering ongoing training programs to keep distributors updated.
- Technical Support Coordination: facilitating communication between distributors and bNovate's technical support team.
- Tracking and Analysing Sales Performance: monitoring distributor sales data and performance against targets. Develop action plans to address underperforming areas.
- Forecasting and Inventory Management: forecast demand and ensure adequate inventory levels.
- Team Management: coordinate our current Distribution Managers

YOUR PROFILE

Technical Skills:

- Higher education in business and/or technical fields, or an equivalent qualification.
- Proven track records in Water Treatment Technologies: Core Technologies, Applications, Competitive Landscape, Data Interpretation.
- Distribution management / Channel management: proven experience (min 5 years) in managing a distribution network.
- Data Analysis and Reporting: CRM Systems (Salesforce), Data Analytics Tools (analyse sales data, identify trends, and create insightful reports for management), Forecasting.

Soft Skills:

- Excellent communication skills
- Interpersonal Skills & Relationship Building
- Leadership & Motivation
- Negotiation & Persuasion
- Cultural Sensitivity & Adaptability
- Problem Solving & Decision Making
- Organisation & Time Management
- Proficiency in English (C1 level), fluent in French (B2 level)

WHAT WE OFFER

- An innovative, high-potential environment in a field of public interest.
- Interesting, stimulating and varied work in a dynamic, friendly and enthusiastic team at the cutting edge of progress.
- Exciting and enriching business challenges.
- A high degree of autonomy in your day-to-day work.
- 5 weeks of holiday and 1 additional week of time off in lieu.
- Flexible working hours.
- Health insurance contributions.
- A chance to prove your ability to enhance our network of distributors and improve our sales.

Please apply online at [bnovate.com/jobs](https://www.bnovate.com/jobs) with documents in PDF format, including CV and cover letter. Applications through other channels will not be processed.

ABOUT US

bNovate Technologies SA, a multi-award-winning company, is a game-changing leader in the monitoring and analysis of water. It propels industrial microbiology into the digital age with rapid, automated solutions for the global water, food & beverage, pharmaceutical, and cosmetics industries. Powered by proprietary technology, its solutions deliver high-value microbial water quality data for efficient, sustainable water management. Trusted by water professionals across Europe, bNovate is rapidly expanding worldwide. Our vision and passion is to provide new solutions to assure **SAFE WATER. ANYTIME. ANYWHERE.**