

CLINIQUE LA PRAIRIE

SWITZERLAND

CLINIQUE LA PRAIRIE THE ART & SCIENCE OF LIFE CLINIQUE LA PRAIRIE HOLISTIC HEALTH

Award-winning longevity leader since 1931, Clinique La Prairie offers the most advanced health programs, within a luxury medi-clinic environment. Clinique La Prairie's commitment is to help and inspire our clients to live a healthier, longer and fuller life. We help them to know what is going on inside, reset and be empowered with a whole new set of healthy habits.

In the Swiss clinic, through week-long pioneering programs, experts provide guests with revitalizing, immune-boosting and rebalancing itineraries to longevity. Our exclusive holistic approach combines leading preventative medicine and genetics, with wellbeing, bespoke lifestyle and nutrition plans, led by medical and holistic specialists.

This longevity philosophy has been actively developing into a unique global journey since 2020, that has seen the expansion into retail products and international developments for Clinique La Prairie.

On one hand, with the launch of a high-end range of supplements, called Clinique La Prairie Holistic Health, integrated into the health protocols and available outside of the Swiss clinic to offer the most complete daily routines for longevity.

On the other hand, to continue to support its clients' journeys in the cities where they live, Clinique La Prairie has been opening Longevity Hubs around the world. The first two centers, Madrid Aesthetics & Longevity and Bangkok Aesthetics & Medical Spa, are opened since 2020. They are state-of-the-art day clinics offering Clinique La Prairie's integrative approach to longevity and rejuvenation, through a combined medical, wellbeing, beauty and holistic lens. In these, clients can book for specific treatments or choose to follow highly personalized packages aiming at creating individual longevity protocols, ranging from regeneration, detox, sleep and reset, gut health or beauty.

We are looking to recruit our new **Senior Area Manager – Madrid & Milano - H/F** - based in Madrid

Reporting directly to the GM of Clinique La Prairie – Madrid and to Head of Sales HH based in Montreux, **your mission is:**

to generate revenue within the territories (Madrid & Milano) by implementing and executing strategies to achieve sales targets.

Your main duties will be as follows:

- Developing sales strategies and plans to achieve sales and profit goals by leading, developing, and motivating B2B and B2C partners (retailers /digital sales channels/ luxury SPA and hotels / private clubs...)
- Providing ongoing training, motivation, and development of sales partners to ensure that sales and profits are effectively managed and maintained
- Going beyond the targeted sales according to HH strategies
- Ensuring compliance with all company, state, and federal laws and regulations

- Ensuring that all sales partners are appropriately trained and competent to perform their job duties
- Providing exceptional customer service to all partners / end-users
- Developing and implementing sales and marketing plans to drive sales and awareness
- Identifying new business opportunities
- Collecting and analyse market data to drive growth and build customer loyalty
- Developing the company's Business Strategy, together with the Management
- Managing organizational sales by developing a business plan that covers sales, revenue, and expense controls
- Tracking and meeting sales goals and reporting results
- Promoting the organization and products, represent company in areas of public relations attending or participating in international events and fairs
- Implementing the necessary structure and infrastructure for sales by retail, monitoring & controlling annual unit forecast
- Maintain customer experience through regular visits and trainings to the team partner
- Prepare cost analysis, quotes and profit calculations
- Oversee preparation of displays, products, and presentations and all marketing promotional tools in respect with CLP HH corporate guidelines

Requirements

- You have minimum 5 years' experience in sales and/or business management in luxury business
- You have the drive, the passion and commitment to achieve personal and company goals
- You have an excellent network in Retail and high-end B2B partner especially in luxury business capitals (Madrid, Milano)
- You have excellent communication skills and confirmed experience in "value selling"
- You have effective decision making and problem-solving skills
- You have strong work ethic and ability to work well with autonomy
- You are fluent in English, Spanish and Italian (French is a plus)
- You have the ability and willingness to travel both domestically and internationally
- You have the ability to work with people across different cultures and nationalities

Education:

Degree + Master's Degree in Business, Sales, Marketing, Chemistry, Pharmacy, Bioengineering or Biology. Specialist training or experience in Cosmetics or Pharmacy will be considered a plus.

Observations:

We are seeking an organised, independent self-starter, goal-oriented person with a clear business focus

You are joining a dynamic and modern team where the organisation is flat, and the communication is fluid

If you are this person, please join us!

You can send your application file to talent@laprairie.ch our recruitment team will contact you as soon as possible.

Clinique La Prairie
Human Ressources Team