

Area Sales Manager (BeLux)

For our client, a innovative world market leader in the field of door and window automation with the Belgian office in Zaventem, we are looking for a Area Sales Manager.

Why is this job something for you?

- You will be working in an international team of professionals within a dynamic and innovative culture.
- You will get an autonomous role in which you get ownership and will fulfill your responsibilities from a driven mentality.
- You can count on competitive compensation plus year-end bonus based on performance.

What are you going to do ?

- To develop the overall commercial position of the company within the designated geographical territory.
- Manage own accounts by executing retail programs according to plan and monitor sales results per customer.
- Continuously assess business performance and market dynamics for opportunities and threats.
- Contribute to the pricing policy and strategy development.
- Ensure increase of customer base by ensuring qualification and capturing of target customers, optimizing geographical coverage and by demonstrating the right behavior and actions resulting in strong customer relationships.
- Ensure delivery of coaching and training to customers in motorisation.

Who are we looking for ?

- Bachelor degree with more than 2 years of sales experience, with the ambition to further develop.
- Fluent in Dutch and good knowledge of French and English.
- Ability to work independently and be self-driven within a team structure .
- Proactive, with an entrepreneurial and results-driven attitude.
- Have an understanding of marketing and selling basics, like market factors, business performance indicators, value chain and sources of growth.
- Excellent communication and negotiation skills.
- Tech savvy, with an interest in new technology.
- Confident to deliver training sessions on a one-to-one or group basis and to offer technical support both on-site and over the phone.
- Experience with CRM software (e.g. Salesforce).
- Familiarity with MS Excel (analyzing spreadsheets and charts).



Apply ?

This can easily be done by email on info@clearskyselection.be

For more information about this opportunity, you can always contact Koen Van Hoyer, manager at Clear Sky Selection, on the phone number 0499-593046