

# Sales Manager - North/West Europe

For our client, a mining and chemical multinational, we are looking for a sales manager who will be responsible for the sales of fertilizer products in North / West Europe. He or she will report to the sales director specialty plant nutrition Europe. **You will work from the Belgian office in Antwerp.**

## Why is this job something for you?

- You will find yourself in a challenging sales function within a healthy international company in full expansion.
- Within the company there are on the long term many (international) career opportunities for people who show potential.
- In addition, you can count on an interesting salary package supplemented by a company car, bonus and a strong health plan.

## What are you going to do ?

- After an in depth training of the clients business and their specialty fertilizer products, you work closely together with the Sales Director Specialty Plant Nutrition Europe.
- You are responsible for the sales and marketing in West and North Europe.
- You analyze markets, work closely with our distributors and look for new customers, new opportunities and applications in the use of Specialty fertilizer.
- You negotiate contracts, taking into account product range, price policy and delivery times. You follow-up sales and work towards targets.
- You actively participate in international conferences and seminars and stay informed on evolutions and trends in the market.

## Who are we looking for ?

- You have a Master degree, preferably in Bio Engineering or Economical Sciences, Commercial Engineer or equivalent.
- You have a few year work experience (3 to 5 years) in a commercial sales function.
- Experience in seeds, fertilizers, pesticides, herbicides and an agricultural background is a plus.
- You have good communication skills, commercial flair and you are willing to operate in an international market.
- You recognize opportunities and you are flexible and able to work independently.
- You can work in team and coordinate with other departments as logistics, sales administration and finance.
- You are pro-active, positive and you have the drive to take initiative.
- You are fluent in Dutch and English and good knowledge of French. Knowledge of other European languages is an asset.
- You are prepared to travel 35 % of your time in North-West Europe.

## **Apply ?**

This can easily be done by email on [info@clearskyselection.be](mailto:info@clearskyselection.be)

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

*If you apply, you agree to the privacy policy of Clear Sky Selection: <https://www.clearskyselection.be/privacy-regeling>.*