

## Accountmanager Copper Products - Antwerp

For our client, a world leader in its field of work within the metal industry located in Antwerp, we are looking for a Account Manager.

### Why is this job something for you ?

- You will end up in a challenging and varied position with exciting responsibilities within a nice team.
- In addition, you work for a company on a human scale where the employee, safety and a positive group atmosphere are central.
- Your efforts will be rewarded with an attractive salary in line with the market, supplemented with fringe benefits and a flexible working environment with extra vacation days.

### Your responsibilities:

Together with your colleagues you will be responsible for the sales of the complete copper portfolio both railway and copper specialties. Within well set profitability boundaries you will work independently to achieve set business targets. Therefore you will:

- Establish professional working relationships with key people at existing customers in order to maintain our recurrent sales and potentially identify new opportunities.
- Identify new potential for existing products in new regions/with new customers, define which leads fit to the company objective.
- Ensure that all clients requests are answered in time (i.e. offers, price calculations, technical requests, feedback on new tests and developments, technical specifications, complaint requests, and others). Offer types can be project related, frame agreements and/or one-off quotes.
- Coordinates the involvement of colleagues like technical support, R&D production and others, in order to meet customers' expectations.
- Meet assigned targets for profitable sales volume and strategic objectives as mutually agreed.

### Who are we looking for ?

- Minimum years of sales experience in a business-to-business technical sales environment is required
- Fluent speaking and writing of Dutch, English and French/German.
- Engineering background or experience is considered a plus
- Experience with Copper, Aluminum or other metals is considered a plus
- Strong relationship builder with good listener and negotiation skills
- Confidence, tact and a persuasive manner
- Good organizational and time management skills
- Independent worker who takes initiative and works towards business goals
- Willingness to travel approx. 15% mainly 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 telephone number 0032 (0)499-593046 or through the above email address.

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