

Sales Manager - EMEAI

For our client, a mining and chemical multinational, we are looking for a sales manager EMEAI who will be responsible for the sales of Iodine products at industrial customers in his /her region. He or she will report to the sales director EMEAI located in Düsseldorf. **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 ?

- Negotiate sales agreements, deliver commercial support and supervise the sales orders processing for the company's iodine industrial customers in Europe, Middle East, Africa and India, to ensure achieving the defined sales budget and commercial goals.
- Prepare quotations and negotiate sales agreements with current and potential iodine industrial customers in Europe, the Middle East, Africa and India (EMEAI).
- Develop budgets, sales projections and market intelligence reports, forecasting, update in volume and pricing.
- Deliver commercial support, build relationships and search for new business opportunities within the assigned EMEAI key customer accounts, customer and other marketing visits, like fairs and organizing exhibition stand.
- Supervise the sales delivery coordination and documental and system processing of sales orders, inventory management.
- Handle and follow-up customer claims, questionnaires and audit documentation via Salesforce.
- In this position you have, next to the external contacts with clients, a lot of internal contacts with departments like finance, logistics,..
- You also manage two internal sales employees who help you achieve the set goals.

Who are we looking for ?

- You have a master degree, preferably in Bio Engineering or Economical Sciences, Commercial Engineer or equivalent.
- You have at least 5 years of work experience in an international commercial sales function within the chemical industrial field.
- 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 English. Knowledge of other European languages is an asset.
- You are prepared to travel 30%-40% of your time in your region.

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 0499-593046

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