

## Account Manager for Antwerp-Vlaams Brabant Region

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Company: Gerflor

Location: Mechelen

Category: business-and-financial-operations

### Position

Following our successful international growth strategy, we have an exciting and challenging opportunity for a dynamic

### Account Manager for Antwerp-Vlaams Brabant Region

based in the Antwerp-Vlaams Brabant Region.

As an Account Manager you are part of the Benelux sales team and our expert in flooring, accessories and wall protection solutions for the main players in the region – in charge of winning new build and renovation projects.

### Your role:

Acquire, develop and manage customers in Flanders to win specifications and projects (new build and renovation) in order to achieve the sales targets for the area

Proactive networking with architects, local authorities, builders, project developers and contractors, i.e. any potential decision-makers involved in the specification of flooring

Ensure a high visibility in the region, meet & consult customers (60% specification / 40% contractors and buying customers) and support the execution of projects throughout the full project life cycle

Animate current distributors and provide them with the necessary support to ensure the

follow-up of projects if necessary

Consistent follow-up of projects and specification processes, incl. documentation and tracking in the CRM system

Provide market research concerning competition, distribution, product trends, standards, etc.

Organise and participate in customer events and trade shows

### **Requirements**

3+ years working experience in comparable sales role, i.e. in specification sales and long term business with multi stakeholder decision makers

A good understanding of the Belgian building materials market, ideally in flooring or interior products

A proactive self-starter attitude and a talent for new customer / project acquisition

The flexibility to quickly adapt to different people and management levels

User knowledge of CRM Systems and a good self-organisation

Dutch on native speaker level and good English skills

### **Other information**

#### **Our offer:**

Opportunity to work in a successful multinational company

Opportunities for personal career development

Versatile and multifaceted job tasks

Attractive salary and long term perspectives

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