

Area Sales Manager BeLux - Industrial Mechanical solutions

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Company: Michael Page

Location: Belgium

Category: other-general

The Area Sales Manager Belux is in charge of

- picking up the existing portfolio of direct clients as well as the existing partnership with local distributors. Building up on these connections, you are in charge of further exploring business opportunities in the BeLux market
- you juggle between product and solution oriented sales approach - you make the most out of volume sales while ensuring the highest quality of services to technical tailor-made requests
- collaborating closely with your team members of Business development Managers across Europe - you exchange best practices, clients insights and collaborate on commercial offer for recurrent clients
- you collaborate closely with your direct manager in the development of a local commercial strategy - you bring your local expertise and market insight as well as your own ideas/initiative to the table
- you collaborate with the internal engineering & R&D teams to support clients with tailor-made solutions, placing yourself as the Spoc in the client relationship

The successful candidate will have :

minimum 7 years of field commercial experience you are able to work with a high level of autonomy (as you'll be the sole representative of the company in your market) and remotely

fluency in French/Dutch & English is mandatory you'll be covering the whole BeLux area

- you have **solid technical background** and are able to handle both product sales & solution sales for various types of industries

- you are **true field sales** balancing both **hunting AND farming** skills

- you are **enthusiast, dynamic, solution oriented and looking to be part of the success of a company for the long-term**

The successful candidate will be provided with

- a Belgian permanent contract

- a competitive gross fixed salary based on your level of experience and potential (as from 4.5k/month)

- an competitive individual bonus system (up to 3 month of salary)

- a full benefits package (car, fuel, meal vouchers, net allowances, insurances, etc)

As the company keeps its employees as a core element of its success, it also offers the following as part of the project

- a complete flexibility home office/on the road and upfront trust from your management

- a healthy existing portfolio of clients, well defined set of targets in a high potential market

- international exposure

- the chance to have an impact in a big company that remains human sized.

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