

Country Sales Manager - Belgium - travel up to 50%

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Company: Michael Page

Location: Belgium

Category: other-general

As **Country Sales Manager**, your main responsibilities will be to:

Be on the field & sell the products/solutions for the first 6 months to learn everything about sales processes

Hire, coach & train new sales people using the company's proven sales methodology

Develop local goals, objectives, plans, and business strategy aligned with the Company strategy

Lead, manage and develop sales teams

Manage P&L (sales, revenue, profit growth) along with market share growth & penetration

Analyse business performance measures to identify appropriate support to sales team to achieve business targets

Budget & forecast management

Report to management regularly

Develop team members through strategic hiring, coaching, mentoring, and management programs

Provide organizational & time management planning guidance

Be revenue & fiscal responsible

Implement & follow KPI's

Ensure the Company policies and procedures are fully implemented, managed & monitored

The successful candidate will have the following qualities:

Strong experience in B2B sales & leadership roles, preferably in the industrial sector

Fluent in French, English, Dutch

Experience in transactional & contractual equipment sales

Relevant experience in developing/coaching sales teams to achieve targets

Proven track record in delivering strong results through the application of sales methodology

Operational skills with the ability to be on the field and meet customers

Ability to recruit, coach, and train people

Relevant experience in P&L management

Ability to organize priorities

Ability to think strategically

Solutions & customers oriented

Strong communication skills

Ability to travel up to 50% of your time

In this role, you will have the opportunity to :

Get a challenging & leadership role

Get evolution perspectives & take over the French market after 18 - 24 months as well

Get a fixed salary package based on your experience

Get an extra-legal benefits package

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