

## Product Manager – Construction Equipment, Belgium

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Company: Linum Consult

Location: Belgium

Category: other-general

**Linum Consult's client is a market leader in the distribution of machine parts across the Mining, Civil Engineering and Heavy Industry sectors in Africa. Due to extended growth, they are looking to hire a Product Manager specialising in construction equipment, to be based in Belgium.**

### **RESPONSIBILITIES**

Following up all aspects related to buying and selling construction (earth moving) equipment in collaboration with all stakeholders: local sales forces, key account managers, sales administration team, logistics, technical teams, etc.

Collaborating with Country/Support Managers in the implementation of action plans in line with the relevant business strategy

Supporting business development and providing global offers to the sales operations

Providing global and bundled offers dedicated to construction equipment and industrial customer applications: product, parts, servicing and financing

Implementing tools, procedures and policies in line with group guidelines; adapting them to business specifications

### **CLIENT REQUIREMENTS**

Degree qualified in a Sales-related subject, with 3 years' experience in a similar position

Strong technical and commercial skills

Proven history of working within the OEM product industry, particularly with construction equipment

Ability to set objectives which are readily understood and accepted by the company

Fluent in both French and English

Highly autonomous and intelligent worker

Experience in Africa is an added advantage, with a willingness for frequent travel

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Generated on: 2024-05-02 by Expertini.Com