

Sales Manager

[Apply Now](#)

Company: Ahlstrom

Location: Belgium

Category: other-general

Position description:

Responsible for sales, market development and customer relations management within the Abrasive market.

Main responsibilities:

Accountable for the commercial success of Abrasive business in the area of competence

Ensure compliance with Ahlstrom Group and Building Materials Division sales strategies, policies and guidelines

Provide customer and market insight and build growth strategy and implementation plans

Execute regional sales strategy

Continuously seek new growth opportunities within Abrasive business

Ensure consistent achievement of key performance indicators (measured through growth, profit, revenue, margin, efficiency KPIs)

Manage technical issues and opportunities with customers, by acting as contact point between customers and internal technical customer service/product development and operations

Cooperate to establish annual sales targets and to build the sales budget

Work closely with own logistics and technical / development teams and those of the customers to ensure a profitable business development

Be knowledgeable in customers' activities in terms of payment, ability to pay on time and credit history

Manage receivables, past due amounts and finished good stock

Monitor sales volumes and profitability performance against plan

Report sales volumes and sales activities on a monthly basis

Ensure that proper sales processes and procedures are followed, including terms and conditions, Customer Contact system, consignment programs, exclusivity arrangements, and warehouse programs

Work with business unit to ensure Ahlstrom is properly represented at trade shows and industry organizations

Profile and qualifications:

University Bachelor/Master degree in paper/chemical engineering or equivalent is preferred requirement.

As alternative, University Bachelor/Master degree in marketing or economics, if combined with meaningful technical sales or technical customer service experience

Minimum 4 years of sales, product or business management experience with strong technical insight, preferably within Abrasive business

Excellent interpersonal and negotiation skills

Excellent communication and presentation skills

Technical approach and problem solving skills

Good leadership skills

Able to develop close networking relationships at all level of organization, in different languages and cultures

Excellent organizational skills

End-to-end process understanding

Strong drive for delivering results

Knowledge of IT systems (Ahlstrom software applications, Microsoft office tools)

Languages: Fluent English and a second language, preferably German. French is definitively plus.

Availability for travelling extensively - more than 50% of the time

Location: France -preferably Grand Est-, DACH

[Apply Now](#)

Cross References and Citations:

1. Sales Manager [ExpertiniJobs Belgium Expertini](#)
2. Sales Manager [Philippinesjobs Jobs Belgium Philippinesjobs](#)
3. Sales Manager [Viennajobs Jobs Belgium Viennajobs](#)
4. Sales Manager [MedicaljobsnearmeJobs Belgium Medicaljobsnearme](#)
5. Sales Manager [Topfishjobs Jobs Belgium Topfishjobs](#)
6. Sales Manager [Lisbonjobs Jobs Belgium Lisbonjobs](#)
7. Sales Manager [SerbiajobsJobs Belgium Serbiajobs](#)
8. Sales Manager [Czechiajobs Jobs Belgium Czechiajobs](#)
9. Sales Manager [JapanjobsJobs Belgium Japanjobs](#)
10. Sales Manager [Muscatjobs Jobs Belgium Muscatjobs](#)
11. Sales Manager [Jobsearchnews Jobs Belgium Jobsearchnews](#)
12. Sales Manager [Karachijobs Jobs Belgium Karachijobs](#)
13. Sales Manager [Blockchainjobs Jobs Belgium Blockchainjobs](#)
14. Sales Manager [AccountingjobsnearmeJobs Belgium Accountingjobsnearme](#)
15. Sales Manager [Recruitmentjobs Jobs Belgium Recruitmentjobs](#)
16. Sales Manager [Referralrecruits Jobs Belgium Referralrecruits](#)
17. Sales Manager [Resume-score Jobs Belgium Resume-score](#)
18. Sales Manager [Jakartajobs Jobs Belgium Jakartajobs](#)

19. **Sales manager Jobs Belgium** ↗
20. **AMP Version of Sales manager** ↗
21. **Sales manager Belgium Jobs** ↗
22. **Sales manager Jobs Belgium** ↗
23. **Sales manager Job Search** ↗
24. **Sales manager Search** ↗
25. **Sales manager Find Jobs** ↗

Source: <https://be.expertini.com/jobs/job/sales-manager-belgium-ahlstrom-17229aaec8/>

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