

Team Leader Internal and Inside Sales

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Company: Bekaert

Location: Zwevegem

Category: other-general

Be part of something bigger!

As the world and the way people live is changing, at Bekaert we believe it's our responsibility to contribute to finding new solutions for the future. Our ambition is to be the leading partner for shaping the way we live and move. And to always do this the Bekaert Way – safe, smart, and sustainable.

With a heritage of more than years, we continue to strengthen our core competencies that have made Bekaert a global market and technology leader in material science of steel wire transformation and coating technologies. Today, we also apply our expertise beyond steel to create new solutions with innovative materials and services for markets including new mobility, low-carbon construction, and green energy.

As a dynamic and growing company with over 27, employees worldwide, 75 nationalities, a retention rate above 90% and almost € 7 billion in combined revenue in , we're looking for someone like you to join our team!

Why join us?

Personal Growth – Let us help you unlock your full potential

Pioneering – Join us to challenge the impossible

Creativity - Discover possibilities beyond steel

Purpose – Drive progress for our planet and people

Diversity – Together, we create change

About the role

Team Leader, Internal and Inside Sales, oversees and manages the sales administration process for BFT (Bekaert Fiber Technology) department, including global inside sales teams.

You lead and coach a team of internal and inside sales professionals, demonstrating strong leadership capabilities.

Your Impact as Team Leader Internal and Inside Sales BFT:

You manage and lead sales team of 15, ensuring alignment with best practices.

You are a team player involved in performance review, as well as setting and monitoring targets for the Internal Sales team. This includes conducting weekly check-ins and monthly one-on-one calls.

You build a high-performing team with the necessary skills and capabilities, emphasizing training and coaching.

You establish targets and KPIs for the Internal and Inside Sales organization in collaboration with the Global Head of Sales & Marketing IFS/Filtration.

You analyze, synthesize, and report on OTIF, Payments, Orderbook, Credit Control, and monthly sales.

You timely manage stakeholders regarding planning and logistics (shipping).

You conduct weekly S&OP meetings.

You ensure data quality (order entry in SAP, segmentation, etc.) in coordination with the Data Steward.

You contribute to and represent BFT in various digitalization projects with Bekaert and BFT.

As the ISO Process Owner, be responsible for the Sales organization (monitoring, improvements, KPIs).

You represent Bekaert in both internal and external audits.

You propose and lead improvement initiatives.

You monitor performance metrics and evaluate the inside sales team regularly.

About You

Essential skills & competencies

You hold a bachelor's or master's degree, along with at least 5 years of experience in people management.

You have hands-on experience and proficiency with CRM, SAP, and MS Excel.

You can demonstrate a deep understanding of the sales administration process.

You exhibit clear and professional communication skills, both internally and externally, with the ability to anticipate and escalate problems when necessary.

You demonstrate strong organizational skills and the ability to work independently.

You have excellent communication skills in English, preferably also in Dutch any additional language is a big advantage.

What is in it for you?

We offer a competitive salary with benefits.

Hybrid work schedule.

20 vacation days +16 ADV days.

Learning programs developed by our L&D department.

A great opportunity to play your part in an international growth story.

A chance to grow along with your responsibilities (national or international).

Cool colleagues all over the world

Will you dare to take the next step?

Join us to unlock your full potential AND have a true impact in pushing the boundaries of what is possible.

We're looking for individuals who are not afraid to take risks and explore new ideas. If you are passionate about personal growth and bringing your authentic self to work, we want you on our team!

At Bekaert, we celebrate diversity and are committed to creating an inclusive work

environment. We do not discriminate based on race, religion, color, national origin, sex, gender, gender expression, sexual orientation, age, marital status, veteran status, or disability status.

To learn more about us and our exciting career opportunities, visit

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