Personalvermittlung ∙ Interimmanagement ∙ HR Consulting ∙ HR ad interim

Our customer is a fast growing producer of machines and process systems. For the development of the Benelux market we a looking for a Home Office based

**Area Sales manager benelux (m/f/d)**

Task :

* + control and drive the sales activities within a specified area to ensure the achievement of budgeted sales targets and taking an active role in the sales process.
  + Market und Business Development, Key Account Management
  + Prepare detailed sales forecasts and advise on sales management strategies to achieve targets, interpret results and take corrective actions to achieve the sales targets
  + Work with marketing to finalise the 90 day forecasts
  + Coordinate and action the sales budget and regional business plans
  + Manage the customer expectations on sales project progress and the final delivery of machine
  + Prepare the cash-in management plans and work towards receipt of funds until the poducts are paid for in full
  + Apply the terms of sales and ensure collection of payment for products sold on time

Profile :

* Engineering degree in Mechanical engineering/ industrial engineering/ process engineering or or comparable education and training;
* Languages required as fluent : French + English, German would be a plus ;
* 3+ years of sales experience working with major accounts or machine or process industrie customers or products requiring explanation
* - Experience in sales of technical investment goods in the B2B sector
* Knowledge of sales and marketing activities and strategy used to organize and plan for sales promotional activities with nominated accounts ;
* Some financial awareness is required to monitor sales results and forecast changes based on trends ;