

ENTERING NEW TERRITORY WITH ENTHUSIASM. **ESY!**

Sales Director (m/f/d)

ROLE & RESPONSIBILITIES:

- **Leadership:** Take the reins as the Head of the Sales Unit for ESYLUX Belgium nv, driving results and spearheading the growth and development of the sales team.
- **Sales Expertise:** Proactively sell from our in-depth consulting product portfolio.
- **Market Development:** Unearth potential in target markets while nurturing and expanding customer relationships.
- **Strategy & Planning:** Craft and execute robust sales and marketing plans.
- **Market Insight:** Stay ahead by observing and analysing sales markets and derive cutting-edge market strategies from your insights.
- **Business Oversight:** Design, roll-out, and monitor our annual business plans to ensure we're always on target.

WHAT WE EXPECT FROM YOU:

- **Commercial Acumen:** A strong commercial foundation is essential.
- **Technical Edge:** Having a technical background is a definite plus.
- **Sales Experience:** Demonstrated proficiency in selling technical products.
- **Leadership Excellence:** Possess leadership qualities that resonate with persuasiveness and assertiveness.
- **Drive & Focus:** Adopt a goal/result-oriented approach in everything you do.
- **Commitment:** Show an unwavering commitment with a readiness to travel nationally.
- **Language Skills:** Be adept in French and English, both in speech and writing.

ABOUT ESYLUX

Intelligent, energy-efficient buildings that improve the quality of life of humans and at the same time protect the natural resources, are all of our passion. We develop product solutions from an individual sensor to comprehensive lighting systems with a biologically effective light. Our quality is in the detail, our perspective global. We enjoy the implementation of new technologies, rely on the creativity of our employees and a motivating corporate culture.

WE OFFER

- Attractive tasks and career opportunities in an expanding, international company with innovative products
- Targeted and intensive training as well as continuous further education
- Performance-based remuneration and success-oriented commissions
- company car with private-use option

ESYLUX BELGIUM NV

Mareks Peters
hr@esylux.com | esylux.be
Vlamstraat 7 bus 2 | 9450 Denderhoutem-Haaltert

PERFORMANCE FOR SIMPLICITY