

Based in the Verviers region, our client specialises in designing **insulation solutions** for the **commercial** and **residential** sectors.

With a strong focus on customer service, the company supports its customers throughout the development of their projects, offering customised solutions that meet their needs.

Their products stand out for their **reduced carbon impact**, which makes a significant contribution to the **environmental sustainability** of projects.

To ensure the growth of our client, we are looking for a **Technical Sales Representative (M/F)**.

Technical Sales Representative - Flanders & Netherlands Regions (M/F)

RESPONSIBILITIES

As a **Technical Sales Representative**, you'll be responsible for **promoting** and **selling** insulation solutions by providing **technical expertise** and advising customers on the right products for their projects.

Your main responsibilities are:

- **Develop sales** of insulation solutions in the Dutch-speaking sector to customers: distributors, installers, design offices, etc.
- **Maintain** and **expand** the existing network and identify potential new customers.
- Provide technical and commercial advice to **B2B customers**.
- Analysing **market** trends and the **competition**.
- Ensure effective communication between the technical and sales teams.
- Monitoring customer projects throughout the sales cycle.

PROFILE

- You have experience in the **construction** and/or **building materials** distribution sector.
- Ideally, you will have initial sales experience and an established professional network in the construction sector, facilitating access to new customers and partnerships.
- You have a perfect command of **Dutch**, and knowledge of **French** and **English** is an asset for communicating with various customers.
- You are recognised as a '**Sales Hunter**', focusing on sales and **customer satisfaction**.
- You are **autonomous** and able to structure your approaches to potential prospects effectively, demonstrating strong **organisational** and **planning** skills.
- You will be **geographically mobile**, ready to develop your customer base in **Flanders** and/or the **Netherlands**.

OFFER

- The opportunity to develop commercial activities in an area with **strong growth potential**, enabling you to play a **key role** in the company's growth.
- Attractive career development prospects within a **fast-growing** company.
- A salary commensurate with your expertise and skills. **Freelance** profiles are also welcome.

INTERESTED ?

Send your CV and covering letter to recruitment@pahrtners.be.

YOUR APPLICATION AND RELATED
INFORMATION WILL REMAIN STRICTLY
CONFIDENTIAL