

Based in the area of Zaventem, our client is an industrial company active in **energy and automation** technologies.

Technological leader and pioneer in its field, our client develops high-quality **energy solutions to accelerate the energy transition** towards a sustainable future.

To ensure their strong growth, we are looking for a **B2B Sales Specialist (M/F)**.

B2B Sales Specialist - BeNeLux(M/F)

RESPONSIBILITIES

As a **Sales Specialist**, you will be responsible for coordinating and developing sales in the field of Power Quality for the BeNeLux area.

Your main responsibilities are:

- Drive pro-active sales of Power Quality products.
- Prepare offers, lead negotiations, provide technical support and collaborate with the regional sales teams.
- Coordinate with factories in Europe and globally to align on product offerings.
- Act as the single point of contact for clients and local contractors.
- Develop sales within the OEM channel.
- Monitor market trends and analyze competitor activities.
- Lead marketing initiatives within the industry.
- You report to the Market Manager.

PROFILE

- You have a higher technical education, preferably electrical engineering or energy.
- You bring a minimum of 3 years of professional experience in a sales position.
- You possess knowledge of the energy industry, with expertise in energy distribution and transmission considered a plus.
- You have the ability to establish and maintain business relationships.
- You have excellent data analysis skills.
- You are fluent in English, ensuring effective communication in an international environment.
- You hold a valid driver's license (B).

- You're willing to travel in the BeNeLux area.

OFFER

- The opportunity to join a company with a worldwide reputation in its sector.
- A full-time job with a permanent contract and a competitive compensation package salary in line with your experience.
- The opportunity to join a dynamic team and to travel across Europe.
- To take part in innovative project within an international company.

INTERESTED ?

Please send your CV together with an adapted cover letter to recruitment@pahrtners.be.

YOUR APPLICATION AND
RELATED INFORMATION WILL REMAIN
STRICTLY CONFIDENTIAL.