



SALES DIRECTOR

EUROPE, AFRICA, THE AMERICA'S

YOUR FUNCTION

- You prepare the annual sales & marketing plan and align it with the global company strategy plan. You define long - term business targets and short - term sales targets for the sales team. You organize and guard a customer - need - based segmentation approach.
- You select then necessary marketing actions to increase the visibility of VYNCKE (fairs, mailings, conferences, ...). You translate the market needs into product & service requirements / upgrades that answer to the future market tendencies.
- You recruit, coach, motivate & inspire your Sales Team. You ensure that your team is well trained, result - driven and maintaining the focus on achieving the gross margin target. Weekly sales meetings help you to keep track, set priorities & align internally.
- You assign Sales Managers to take care of key accounts. You cooperate with Global Account Managers for strategic accounts in their segment. You select strategic partners and set up cooperation agreements where needed.
- You report to the CMO.

YOUR PROFILE

- As engineer you have a proven sales record in a b - to - b industrial environment. You have experience in leading a mature (international) sales team. Having a network within one of our market segments is a strong asset.
- You need a sufficient understanding of our technology ; this will require some investment. A deep understanding of the customer's business processes & profit drivers in the different market segments is as important.
- You are willing to travel up to 40 %. You work fluently in English (oral & written) ; any other language is a strong asset.

VYNCKE is a dynamic, family owned company that, since the start in 1912, has grown to a global player in the sector of clean energy technology : more precisely the development and construction of customized waste to energy installations.

Worldwide more than 300 Vynckeneers, as we call our employees, are stationed in our offices in Brazil, Belgium, Germany, Czech Republic, India, China, Thailand and Malaysia.

Thanks to more than 4.000 satisfied customers all over the world, a well-lined order book and the loyal commitment of the enthusiastic Vynckeneers we maintain a stable position in the market. This allows us to offer excellent job security.

Are you a real team player, do you enjoy own responsibility and taking initiative, do you have an open international mentality and are you willing to travel? Then probably you could be one of the new Vynckeneers!

JOIN OUR FAMILY !

Send your cv to :
cdc@vyncke.com