



Area Sales Manager – Europe/Middle East

AMB ECOSTERYL : Nous imaginons, développons et fabriquons des solutions environnementales innovantes dans le domaine du traitement des déchets médicaux.

What will be your role as Area Sales Manager / Business Development Specialist?

As our new Business Development Specialist your main tasks will consist of contributing to the development of our activities in the world by:

- **Building a long-lasting portfolio** of new and active clients.
- **Identifying and selecting** potential agents and distributors.
- **Travelling** to visit potential and existing clients/agents/distributors.
- **Developing and supporting** creative financial products especially designed for the customer needs.
- **Dealing** with tenders and contract terms.
- **Analyzing** costs, sales and markets to identify new **opportunities**.
- **Preparing** reports for head office.
- **Initiating** and taking full responsibility from **prospecting to closing** sales cycle efficiently: phone and video calls, face-to-face meetings, e-mails and events networking.
- **Recording and maintaining** client contact data.
- **Coordinating** sales projects.
- **Supporting** marketing by **attending** trade shows, conference and other marketing events.
- **Making** technical-commercial presentations and **demonstrating** how the product will meet client needs.
- **Developing and supporting** of projects with international funding such as the World Bank, Belgian financial support, official institutions.
- **Providing** pre-sales technical assistance and product education.
- **Liaising** with other members of sales team and other technical experts.
- **Developing** of sales strategies and understanding the **client needs** and translate them into **commercial solutions**.

Do you recognize yourself here?

- A **master's degree** or **3/5 years** of experience in Sales and/or Business Development.
- A **real interest** in the high-tech and environment industry combined with a **passion** for sales.
- Strong **Commercial Awareness, Active Listening & Negotiating**.
- A first **experience** in the **financial** sector is an asset.
- **Autonomous** worker with excellent interpersonal, **teamwork** and **negotiation skills**.
- Fluent in **French** and **English**, extra language is an asset.
- **Independent** and **flexible** to intensively travel worldwide.

What we ensure you to find at our company?

- Working with a super energetic and dynamic **TEAM!**
- Opportunities to travel worldwide.
- Having a **Real Impact** on the **Environmental Issues**.
- Having **Responsibilities & Autonomy** to take on this **big challenge!**

Employment's type: Full time.

Industry: Waste Management, High-tech Ecofriendly Solutions, Export industry.

Job Function: Area Sales Manager – Europe/Middle East.