

Sales Representative Belgium / Netherlands / Luxembourg (m/w/d)



As part of our continued thrust on internationalisation, we are to fill the position of an Sales Representative for the region Belgium / Netherlands / Luxembourg (m/w/d)

We are the competent problem solver and reliable partner for first-class and at the same time efficient cleaning solutions for professional users. Over 130 specialists under one roof develop, produce and distribute cleaning and care products. All BUZIL® and PLANTA® products are manufactured, stored and commissioned at the Memmingen site. Deliveries to wholesalers are made from here via forwarding agents to over 35 countries.

We are present in professional cleaning, industry, hotels and

restaurants as well as in old people's and nursing homes. In the Private Label business segment, individual customer requirements are developed and produced from the initial idea to the finished product.

In addition to a subsidiary in Poland and a branch in the United Arab Emirates, there are also sales offices in France and the Balkan states. The company was founded in 1907 by Julius Wagner and has been family-owned ever since. Today, it is owned by Isabell Janoth, the fourth generation.

Your functions:

- Acquiring customers in the cleaning environment and defined major customers, to establish business alliances with sustainable future value for our company
- Supporting and advising the distribution partners and their sales teams regarding application technologies and Buzil services
- Implementing the agreed activities as part of the Business Plans with the local distributors
- Active cooperation in implementing and applying Buzil sales and promotion programs
- Supporting the export activities with regard to the specific requirements of the various countries
- Organizing and providing seminars for customers, sales and distributor employees to reach an in-depth specialization
- Implementing and supervising the Buzil Service Concept in the given area of responsibility
- Active collaboration with the Buzil internal departments, e.g. Sales and Marketing
- Timely preparation and delivery of the defined reports
- Collecting and providing competitive information of the local markets
- Providing active support to management for applying and implementing our market strategies

Your profil:

- 3-5 years professional experience in sales and application technology with regard to professional cleaning products, applications or alike experiences
- In-depth knowledge of the following languages in writing, reading and conversation: Dutch, English and French as a must, ideally also German
- Commitment, responsibility & accountability, high degree of self-motivation, self-confidence, strong customer and service orientation
- Professional presentation skills, including with larger groups
- Distinct technical understanding
- Strong working knowledge of Microsoft Office
- Willingness to travel as a prerequisite for this position

We offer you:

- Family-run company
- Modern work equipment (laptop, mobile phone, etc.)
- Attractive, performance-related remuneration and performance-related commission
- Company car, also for private use
- Company pension scheme
- Purchasing discounts in the BUZIL shop

Interested:

Interested? If so, please send your detailed application documents – in German or English – complete with your CV to: bewerbungen@buzil.de