



In order to reinforce the sales team of the Belgian car park division, SCHEIDT & BACHMANN bvba, based in Zaventem, is looking for highly motivated

REGIONAL SALES EXECUTIVE (M/F)

Our company

We are one of the top names in our industry: Scheidt & Bachmann is a family owned company that has developed products and systems for nearly 140 years, always one step ahead. More than 1,970 employees are active worldwide in our four independent departments.

Scheidt & Bachmann BVBA Parking Management Systems

offers system solutions to Belgium customers for parking management and supports them with the integration of all services involved with parking.



Job Description

- Within the region, you promote and sell the Scheidt & Bachmann parking systems, services and solutions
- You are responsible for lead generation, proposal, quotation and order closure
- You achieve or exceed the annual sales budget for the region
- Visiting both new and existing clients regularly and promote and sell the products to clients in the most cost-effective way and with a maximum coverage of the geographical area
- You deal with commercial matters – proposals, negotiate and revise supply contracts, post installation. You compile and collate responses to pre-qualification questionnaires and subsequent public tenders
- You liaise with the sales and technical hardware & software teams and in order to be aware of the capabilities and technical specifications of the products
- You assist with organizing and manning exhibition stands, press releases and advertising
- You contribute to a service minded and client oriented approach and promptly responds to external and internal correspondence with the service of the client in focus

Profile

- Bachelor's or Master degree in relevant subject or equivalent
- Electro techniques and/or informatics background
- Business acumen & strategic thinking
- Excellent initiative and interpersonal communication skills
- More than five years of active experience in a high level, high value and complex sales position
- First experience in the automatic parking systems market or related sector is an asset
- Working language is Dutch with good practical knowledge of English and French

Are you interested in?

If you have any questions please contact Mr. Eddy Croes at career@scheidt-bachmann.be.

You can visit us at our homepage: www.scheidt-bachmann.com

Please apply now!

If you are motivated to join our committed team, please send your completed application stating your salary expectations at career@scheidt-bachmann.be.