



What will your job look like?

We are continuously growing and we need you to support our expansion! We would like you to join our team as a **Technical Sales Manager**.

As a Technical Sales Manager, you will be responsible for the realization of your targets within your region or customer portfolio. You will be reporting to the Commercial Director, Christophe David.

Your **responsibilities** include:

- ⇒ Contact and **visit new and existing customers**. Understand their business model, their needs and our possible value for them. Convey our USPs and build a strong working relationship with them.
- ⇒ **Close deals** and guarantee successful onboarding.
- ⇒ Maintain and expand **existing customer relationships** in a professional way. Introduce additional services and product lines with an optimal margin.
- ⇒ Drive **smart price management** for every customer to guarantee optimal absolute gross margins.
- ⇒ Build solid collaboration between new or existing customers and the customer service team, enabling a **high level of service quality** and customer intimacy.
- ⇒ Actively **participate in team meetings** to guarantee a uniform approach and create a platform where discussion about daily problems is stimulated. Thoroughly use forecasting and sales management tools and processes.






Knowledge and development

- ⇒ Build a fundamental understanding of Vandapower's business, services, product portfolio as well as our markets and the competitive field
- ⇒ Build a wide network with thought leaders and peers and share any relevant information from the field through the Strategy Feed to help the organization to respond to new evolutions.

What is in it for you?

- ☺ International and growing company
- ☺ Remote work
- ☺ Healthy work-life balance
- ☺ Amazing colleagues
- ☺ Growth opportunities & personal development
- ☺ Close follow-up and mutual feedback
- ☺ Did we already mention the amazing colleagues?

Are you the right person?

-  You are a natural **storyteller**. You have experience in **consultative selling in a B2B** environment. You are fluent in **English** any other languages are a plus. You are willing to **travel 40-60%** of the time in North-America.
-  As a Technical Sales Manager, you are **solutions-driven** and **analytical**. You can understand and promote technical and service offerings. You know how to work with a **CRM system**.
-  You will build a **close working relationship** with all involved team members (in Belgium and worldwide) and our suppliers.
-  Our values of **Straight Talk, Respect, Reliability, Drive to Excellence** are also your core values.
-  Not able to match all the boxes but feeling confident about being the **right person in the right place**? Great! Feel free to reach out. In a first talk we'll check if there is a **"click"**, as this is very important to us.

Contact details for sending your cv and motivation or applying online:

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 www.vandapower.com





Technical Sales Manager

Reliability | Straight Talk | Drive to Excellence | Respect

Who are we?

Vandapower is a fast-growing company. It is **market leader** in the niche market of distributing components for electric vehicles, industrial batteries and several other markets. Our customers are both independent SMEs and multinational corporations. Through our operations in Erpe-Mere, Belgium, in the UK (Havant) and in US (Texas) we serve customers worldwide.

We strive to settle our leadership position in new markets and regions. This is made possible by combining our clear values, talented individuals, an agile organization and a strong focus on customer intimacy, market knowledge and service quality.