

**Job Title:** New Business Executive EU - Sales (40 hours/week)

**Location:** Europe – Headquarters in Belgium (West Flanders)

**Are you a true hunter?** Then keep reading!

For the launch of a new business unit, we're looking for a determined Sales professional with a strong hunter mentality. Someone who thrives on opening new doors, engage prospects and demonstrate value, and bringing in new clients across borders. Your territory? All of Europe. You won't have to manage existing clients, handle administration, or do follow-up work—your focus will be 100% on new business development.

You'll build your own prospect portfolio, create strategic plans to enter new markets, and win over clients with your commercial flair. You'll work closely with our internal teams, who handle order processing, onboarding of new clients, and support during the sales process. You open the market; we take care of the rest.

### **Main Responsibilities**

- Develop and implement a thoughtful sales strategy focused on acquiring new clients across Europe.
- Identify and proactively approach potential clients via email, phone, video call, or in person.
- Lead effective sales conversations that clearly demonstrate value and result in long-term client relationships.
- Collaborate closely with the internal sales support team so you can fully focus on acquiring new clients.
- Travel regularly across Europe for prospecting visits and client meetings.
- Spot new trends and market opportunities and translate these into targeted actions.

### **Key Competencies**

- At least 3 years of experience in B2B sales, with proven success in new business development.
- A true hunter mentality—you get a kick out of hitting targets and closing deals.
- Willingness to travel regularly within Europe (around 2–3 times per month, or as needed).
- Fluent spoken and written Dutch and English; knowledge of French or German is a strong plus.
- Ability to work independently, professional phone manner, and strong commercial instincts.
- A valid driver's license (B).

### **What can you expect from us?**

- An attractive base salary, complemented by a highly competitive commission scheme. The better you perform, the more you earn.
- Additional benefits such as:
  - Company car with fuel card
  - Laptop & mobile phone subscription
  - Meal vouchers
  - Hospitalization insurance



- Support from a strong internal team responsible for:
  - Order processing
  - Client onboarding
  - After-sales support
- A growing organization with international ambitions and real opportunities for advancement, e.g., to Area Manager Europe.

### **About us**

Allsee is a fast-growing market leader in digital signage solutions. We combine technical innovation with commercial strength, serving an impressive portfolio of clients across Europe. Thanks to our customer-focused approach and strong service, we're known as a reliable partner in the world of digital displays.

### **Ready to conquer Europe?**

We'd love to hear from you! Apply today and who knows—you might soon be our New Business Executive for Europe.

### **Salary:**

Negotiable

**To apply for this role please send your CV and cover letter to [hr@allsee-tech.com](mailto:hr@allsee-tech.com)**