



Job Title: Sales Advisor

Location: Ostend, Belgium

Allsee has an exciting new opportunity for an enthusiastic person to join our ever-expanding team. We are now seeking a Sales Advisor to help maintain contact with existing business partners and actively look for new leads. This is a great prospect for the right candidate to work for a fast growing and dynamic company within the Digital Signage Industry. You will be part of a young team, helping manage the expansion of the EU market.

Allsee has quickly developed into a market leading Digital Advertising Display Manufacturer with an impressive BlueChip client portfolio. Our success has been driven by our professional approach, dedication to customer service and a willingness to go the extra mile to achieve results – these are, therefore, key attributes we would look for in prospective employees. For the Benelux market we are looking for a motivated Sales Advisor with a passion for the latest technologies.

Main Responsibilities

- Translate the commercial strategy in consultation with the Commercial Manager and CEO into a well-structured and well-founded sales action plan.
- Make contact with potential customers in a targeted manner.
- Maintain relationships with business partners to generate new business opportunities.
- Set up partnerships to successfully enter new markets.
- Provide input for product development from the market.
- Negotiate at different levels and successfully complete deals.
- Ensure that commercial deals are respected, and that prices and conditions are correctly applied.

Key Competencies

- A constant drive to challenge yourself. You don't mind working with targets and you develop a passion to get to know digital signage in all its facets.
- As we want to have a professional base for our customers, we do have some key competences. However, if you do not have them all, we're still open for a first meeting.
- Speak/Write English and Dutch. French language is a huge plus.
- Have a driving license (B).
- Professional and confident telephone manor.
- A clear desire to work in sales.
- Be able to work independently.

Salary:

Negotiable

Extra-legal benefits such as meal vouchers, hospitalization insurance, incentives, laptop, phone, fuel card, company car, 32 days off/year, etc.

To apply for this role please send your CV and cover letter to hr@allsee-tech.com