



## Ideal Standard

Job Title	SALES REPRESENTATIVE		
Department	Sales		
Country	Belgium	City	Zaventem
Job type	Permanent	Work schedule	Full-time

### Responsibilities & Accountability

We are currently recruiting a talented Sales Representative for our Belgian sales office to cover our wholesales business across the Flanders region.

- After a brief introduction, you will quickly familiarize with the Company, our products and our Customers.
- You will quickly gain responsibility over an existing portfolio of wholesalers in the sanitary business.
- Your main responsibilities are :
  - The introduction of new products.
  - Define the ideal product range and showroom presentation.
  - Transfer the required product knowledge to the contacts selling our products to the end Customer.
  - Develop sales actions and promotions.
  - Demand creation and increase of the portfolio in the project business and prescription and management of RFI/RFP in project sales.
- Per Customer you will draw up an annual business plan exterminating goals and actions leading to the required results.
- At least once a week you will be present at the sales office in Zaventem to discuss progress and actions with the management and internal commercial service.

### Candidate Profile

- You are perfectly bi-lingual (Dutch & French) and business fluent in English, both written and verbal.
- You have gained a broad general knowledge by obtaining a Bachelor degree or higher.
- Knowledge of or experience in the same or similar industry is required. Some affinity with interior design or the construction world will be a definite plus.



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- You are, most of all, a hard working individual with excellent organization skills, continuously taking initiatives and developing creative ideas and solutions.
- Your natural positivism and your empathic and enthusiastic way of interacting will charm both your internal and external Customers, wholesalers, installers, helping you build a successful long term work relationship with them.

### How to Apply

Interested candidates should apply by sending an up-to-date CV (in English) at [talent@idealstandard.com](mailto:talent@idealstandard.com) with "Sales Representative VL" in the subject line. By submitting your application, you acknowledge that you have read and agree to our [Applicants Privacy Policy](#). All inquiries and applications will be treated with the utmost discretion.

### Not interested?

[Send us](#) your up-to-date CV today! Our recruitment team will contact you immediately should a career opportunity arise which is relevant to your profile.