



« With passion, creativity and responsibility to success. »

NMC is an international group of companies in the field of synthetic foams, which provides people with comfort and protection for a better life. Spread over 25 locations, 1.650 employees make their contribution to further growth. We invite you to become part of our team!

## Area Sales Manager Export Overseas (m/f)

DESIGN ELEMENTS

The candidate will be responsible to manage and develop export sales activities in overseas markets (Africa, Asia, Middle East) for the company's decorative products in the professional and Do-it-yourself market segments. The position is based in Eynatten (Belgium) and reports to the Business Unit Manager Design Elements.

### YOUR MAIN TASKS

- Strengthen and expand export business to achieve annual sales growth targets incl. successful introduction of new products in the assigned markets.
- Ensure strong and sustainable relationships with business partners, clients and agents in the territory.
- Negotiate commercial contracts with distributors, key accounts and object partners.
- Monitor the markets, create new opportunities, look for new growth paths, notably by attending trade shows and exhibitions and play an active part in the marketing activities as appropriate.
- Give technical trainings and support to the customers and installers.

### YOUR PROFILE

- Bachelor in Economics with passion for sales.
- First proven experience in an export-oriented position, preferably in the building or decoration sector.
- Fluent in English. Knowledge of German or French would be an asset.
- Flexible, eager and willing to travel frequently outside Europe (at least 50% of working time)

### YOUR STRENGTHS

- Trustworthy with high interpersonal, communication and training skills.
- Open-minded with distinctive intercultural intelligence.
- Result and target driven with strong decision-making capabilities and problem-solving power

### OUR OFFER

- A challenging career in an international operating innovative family company.
- A high degree of freedom of scope and decision – You will quickly assume responsibility.
- An attractive salary package with various social benefits and individual training opportunities.

**You think that you have the profile and you feel comfortable with the idea to relieve the challenge of this job?  
Then please send your full application under [jobs.nmc@nmc.be](mailto:jobs.nmc@nmc.be)**