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## SALES MANAGER DACH

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For a European market leader in firefighting agents and flame retardant additives & coatings, we are looking for a Sales Manager DACH & Eastern Europe.

Within the business line, the Sales Manager DACH will play a vital role in the DACH-region (Germany/Austria/Switzerland) & Eastern-Europe, one of the key territories for the company. In this role, he or she will be responsible for maintaining and expanding relationships with our key accounts in the portables segment (chemical agents for fire extinguishers), while also developing relationships and business with new prospects. Additionally, the Sales Manager will also oversee our activities within the system foams segment. His/her primary focus is to understand customer needs, ensuring customer satisfaction, and driving revenue and profit growth.

### **KEY RESPONSIBILITIES**

- Execute the annual business plan for the DACH & Eastern-European territory, in collaboration with the Head of Firefighting agents
- Build and maintain strong relationships with key business customers.
- Pro-actively prospect the market for new customers within the territory
- Monitor sales volumes on a regular basis versus set budgets and closely monitor forecasts with key customers.
- Collaborate with the broader commercial team to understand customer needs and provide tailored solutions to enhance customer satisfaction & retention.
- Analyze market trends, competitor activities, and customer needs to identify new business opportunities.
- Provide structured market feedback to the Product Management and Innovation team as an input for new product developments/enhancements
- Prepare and present sales reports to Head of business line and colleagues

### **FUNCTIONAL COMPETENCIES**

- Results-driven mindset focused on the realization of set targets & KPI's
- Excellent interpersonal and communication skills, with the ability to build relationships at all levels
- Negotiation skills that drive long term partnerships and maximize customer value
- Analytical thinking and problem solving skills
- Ability to work independently and as part of a team

### **REQUIRED EXPERIENCE AND KNOWLEDGE**

- Master's degree in engineering, chemistry, business management or similar by experience
- Track record of successfully developing and executing business plans and achieving commercial goals in a B2B environment.
- Familiar with CRM tools and commercial excellence practices
- Experience within the sector for Chemical agents for Firefighting is a plus
- Languages:
  - Fluent in German (speaking & writing) is a must, native German a plus
  - Fluent in English (speaking & writing)
  - Any Eastern-European language is a plus

