



NEFAB Benelux, with facilities in Gent, Barneveld and Son, is part of the Swedish multinational Nefab AB. Nefab, founded in 1949, delivers complete packaging solutions, optimized to reduce total cost and environmental impact in the customers supply chain. With our global engineering and supply capabilities we serve industrial companies in every corner of the world. Nefab has about 2400 employees worldwide of which 85 in Benelux. Sales in 2016 amounted to 3,3 billion SEK. Owners of the Group are the Nordgren/Pihl family and FAM AB. For more information about Nefab, please visit nefab.com

Business Development Manager

Nefab Packaging Belgium NV

Our business is growing and as a result, we need to add capacity to our Sales team.

The role of a Business Development Manager will entail:

- Prospecting and developing sales across Belgium & Luxemburg for Nefab's products & services towards the automotive, telecom, healthcare and machinery industry.
- Consultative selling, sales of optimized transport packaging solutions.
- Work closely together with engineering department.
- Liaising with sister companies in Europe & Overseas to facilitate tailored business response to customer requirements.
- Accurately forecast distribution and volume targets
- Manage the trade, e.g. customer turnover, inventories, commercial controls etc.
- Track trade trends and competitor activities e.g. pricing, distribution, product promotions, ...
- Create and develop highly effective relationships with the customers and in the trade.
- Maintain and enhance the number of satisfied customers

Given the structure of the business, the Business Development Manager may be required to assume responsibilities and perform duties beyond those listed above.

Skills Required/ Background:

You have a Master or Bachelor degree, with at least 2-3 years of sales experience in business-to-business environment.

It is imperative that you have a successful and proven track record of complex sales, ideally in the automotive or telecommunication/electronics industry.

A team player, you are an honest & self-motivated and driven to attain high levels of success against challenging targets.

Excellent interpersonal and communication skills are essential.

We want your application letter and CV, written in Dutch or English as soon as possible as we are continually evaluating applications.

Applications are sent to jobs@nefab.be.

For further information about the position you are welcome to call the Nefab office and ask for the Sales Manager.