

Area Sales Manager

Are you a no-nonsense relationship builder? And are you looking for a commercial and challenging job in the maritime sector? Do you speak and write English fluently, enjoy travelling for work or are you ready for the next step in your career? Then get on board at Alphatron Marine!

Join the JRC Europe Division at Alphatron Marine and help drive the growth of our distributor network across Europe as our new Area Sales Manager.

Area Sales Manager (fulltime)

Location: Rotterdam

What will you do?

The *JRC Europe Division* focuses on the distribution of equipment and the delivery of complete bridge/wheelhouse solutions mainly in Europe. As an Area Sales Manager you will be assigned to a number of countries and distributors. Our sales team maintains daily contact with our distributors. The team gives advice and supports them with the sale of our products. They also provide them with a piece of training about our products and working methods.

Your main responsibilities include:

- Being the (sales) advisor of assigned international distributors.
- Supporting the distributors to increase their sales area and increase turnover.
- To provide business support regarding quotations, contracts and agreements.
- To present our products and solutions to both distributors and end users.
- You travel averagely 2-3 days a month.
- Being aware of the most current market developments and you respond to them so that you make maximum use of the opportunities (Market Intelligence).
- You are involved in drawing up and executing annual sales plans and you are responsible to make assign and achieve the budget for your accounts.
- Supporting the distributors during international trade fairs and other events.

Who are you?

As an Area Sales Manager, you are responsible for driving sales growth, profitability and market penetration within your assigned territory. By building strong relationships and identifying new business opportunities, you help expand our customer base and strengthen our market position. You are confident in developing a strong professional network and securing new customers and business opportunities.

What we're looking for

- HBO working and thinking level, preferably in the field of study; Maritime Officer (MAROF), Commercial Economy or International Management;
- Minimum 3 years of work experience in the maritime sector preferably in electronics
- Experience with Navigation and communication equipment is a plus;
- Affinity with technology / technical sales;
- Excellent knowledge of English in verbal and written form is a must. Knowledge of Dutch is a plus.
- Creative, passionate and result-oriented are key values;
- Willingness to travel (around 15% of the time);

We offer you: Sales job with plenty of options in Rotterdam and abroad

- Competitive salary between €3,300 and €5,000 per month, depending on experience and qualifications;

- A versatile international role with a high level of responsibility, freedom and opportunities to further develop your commercial and maritime expertise;
- A fulltime job (36 hours is up for discussion);
- Employment conditions that match your responsibilities;
- Product and sales training;
- Business notebook and mobile phone;
- A fun and dynamic organization with short lines;
- Minimum of 32 vacation days;
- Travel expenses home-work (our office is easily accessible by public transport, but there is also sufficient parking space);
- Access to a free online trainingplatform in relation to your own development;
- Pension scheme for which the employee pays a low contribution;
- Salad bar and daily warm food prepared in house.

Have you become enthusiastic about this versatile job?

If you are interested in this sales function within our company, then apply asap via the application button. If you have any questions about the job or about the application process, please contact the Human Resources department, tel. +31(0)10-4534000.

About Alphasat Marine

Alphasat Marine is a renowned supplier of integrated bridge solutions, representative of the most important brands in the industry and producer of unique complementary products on the Japan Radio Company Ltd (JRC) portfolio. Various expertise centers in Tokyo, Singapore, Houston and Rotterdam support Alphasat Marine; a synergy that ensures quality and innovation for owners, operators and shipyards. This completely redefines the future of ocean, offshore and river navigation. We are an equal opportunity employer. We strongly believe that employing a diverse workforce is central to our success. We make hiring decisions based on your experience and skills.

We like to recruit ourselves and do not work with recruitment and selection agencies.