

Manager Sales - JRC Europe Division

Are you a driven and results-oriented sales professional with experience in a leadership role? Do you have a keen eye for commercial opportunities and do you know how to motivate and coach a team? You are fluent in English and enjoy travelling? We are looking for you!

For Alphatron Marine's JRC Europe Division we are looking for

Manager Sales - JRC Europe Division (full-time)

Location: Rotterdam

What will you do?

The JRC Europe Division focuses on distributing equipment and supplying complete bridge solutions and spare parts. We work with key accounts and distributors in a number of countries, mainly in Europe. The sales team maintains daily contact with our distributors and key accounts. Together with your team, you advise and support our customers in selling our products. You ensure maximum growth and profitability. Demonstrations and training are also given to the distributors on our products and working methods.

Your responsibilities

- Evaluate and optimise sales processes in cooperation with Division Manager JRC Europe and Area Sales Managers; Identify improvement opportunities and measure the effectiveness of sales activities. Actively contribute to sales growth and monitoring margins.
- Monitor KPIs, budget, expenses and profitability;
- Visiting and advising new and existing business relations;
- Realising sales targets;
- Monitoring and responding to market developments to maximise opportunities (Market Intelligence);
- Preparing annual plans and periodic sales reports;
- Processing quotation requests;
- Managing and coaching the Sales team;
- Conducting reflection meetings.

Your team consists of 4 Area Sales Managers and 3 Inside Sales Representatives. You will report to the Division Manager.

What we ask of you

- HBO working and thinking level. Education, preferably in the field of Maritime Officer (MAROF), Commercial Economics or International Management;
- Experience in the maritime sector;
- Experience in leadership, coaching and motivating;
- Experience with navigation and communication systems;
- Good knowledge of English language;
- Knowledge of ERP systems, preferably Navision;
- Entrepreneurship, commercial insight and result-oriented;
- Strong communication skills;
- Customer-oriented, sense of responsibility, driven, decisive, communicative, conceptual ability;
- Willing to travel (about 30% of the time);

Our offer to you

- A fun job in an organisation with short lines where you can contribute to the further growth of the department and organisation;
- Working conditions that match your responsibilities;
- Possibility to work from home one day a week.

- At least 32 days of leave and additional leave days if you do not get sick;
- Commuting expenses (our office is easily accessible by public transport, but there is also ample parking);
- Access to a free online training platform in connection with your own development;
- Pension scheme for which the employee pays a low contribution;

We regularly organise fun activities for our employees.

Looking for a challenge?

Then apply as soon as possible and send your motivation and CV to recruitment@alphatronmarine.com. Do you first have questions about the job or the application process? Then call our Human Resources department +31(0)104534000.

Introduction: we are Alpatron Marine

Developments in the maritime world are moving fast. Very fast. But fortunately so do we. We are here to help companies with innovative solutions that are better suited to today's technology and possibilities. We create solutions that the market demands and ships need. A renowned supplier of integrated bridge solutions, representative of the industry's leading brands and manufacturer of unique complementary products. This completely redefines the future of ocean, offshore and river navigation. Alpatron Marine is an equal opportunity employer. We strongly believe that employing a diverse workforce is central to our success. We make recruitment decisions based on your experience and skills. We value your passion to discover, invent, simplify and build.

We like to recruit ourselves and therefore we do not value acquisition.