



erismann

We are looking for two

SALES REPRESENTATIVES BELGIUM FLANDERS / WALLONIA (M/F/D)

Location ideally in the respective geographical area

ABOUT US

The Erismann Group is an innovative and internationally oriented wallpaper manufacturer with plants in Germany, Netherlands and Russia. The headquarters of the medium-sized and family-owned company is in Breisach in Germany.

INTERESTED?

Are you ready to take a new challenge? Initiative and international business development are among your strengths? Then we should definitely get together!

Please send your full application by indicating your availability and your salary expectations to:

Erismann & Cie. GmbH
Ms. Stefanie Rieu,
Hafenstraße 19,
79206 Breisach am Rhein,
Germany or by mail to:
karriere@erismann.de

YOUR TASKS

- Support and preservation of the existing customer base
- Development and optimisation of the assigned sales territory
- Acquisition of new customers in the B2B sector
- Presentation of new collections and marketing activities
- Preparation of offers and proposal collections
- Negotiating prices and conditions and participating in annual negotiations
- Collecting and analysing information on customer and competitor activities and their product ranges
- Participation in trade fairs and customer events (e.g. in-house exhibitions)
- Regular reporting to the parent company

YOUR PROFILE

- Completed commercial training
- With solid experience in sales of wallpapers, home textiles or floor coverings
- Customer-orientated appearance and sales skills
- Confidence in argumentation as well as a structured and goal-oriented way of working
- Willingness to travel in the relevant area
- Absolute trustworthiness, a high degree of discretion, precise and conscientious working methods and very good communication skills
- Fluent Dutch or French, depending on the area, and a good command of English

WHAT YOU CAN EXPECT

- Positive customers and colleagues
- A dynamic environment that encourages flexibility and initiative
- Wide-ranging, independent tasks
- Short decision-making processes
- Performance-related bonus payment in addition to the fixed salary
- Modern work equipment with laptop and I-Phone
- Company car with private use
- Company events such as Summer party and Christmas party
- Professional and personal development opportunities

