

Since 1978, **DORMA-Glas** has been developing and marketing hardware and system solutions for the application of glass in architecture and interior design at its Bad Salzuflen site. We move glass, from the simple revolving door to the complex sliding and partition wall. And we move people, with our enthusiasm for this special material.

As specialists in our field, we convince with premium products from modern manufacturing and solution competence for challenging applications. In addition to international marketing, cooperation and the team are our top priorities. If you would like to enrich an agile and dynamic company with your know-how, then let us plan your future together.

In the course of our reorientation, we would therefore like to fill the following positions

## Sales Manager (m/w/d) Belgium

### YOUR TASKS

- Analysis of the market and derivation of sales procedures from it
- Proactive consulting and pre-selling of our products to dealers, fabricators, architects and planners
- Preparation of offers with the help of the various tools
- Sale of application-specific products and solution packages to dealers, processors, architects and planners
- Long-term acquisition of new customers and partners, customer loyalty measures
- Keeping an eye on the "big picture" (tracking all work within a project)
- Coordination of construction sites/suppliers/assembly
- Project processing, also in cooperation with field service of customers and service providers
- Supporting customers in point of sales activities
- Use of CRM tool, self-organization according to specifications
- Travel activity also with overnight stay

- Receiving customer complaints and clarifying them according to agreement
- Agreeing customer conditions within the framework of the specifications and conducting sales target discussions
- Participation in trade fairs and training courses
- Selective participation in internal Projects

### YOUR SKILLS

- Technical/commercial training
- Very good technical and business understanding
- Very good skills in consulting/convincing technical solutions
- Experience in project and property business
- Profound knowledge of the industry
- Dealing with technical tools
- Skills in relationship management and active networking
- Customer orientation and social competence
- IT knowledge (esp. MS-Office), driver's license
- Residence in the country
- Languages: English, Belgian and French. German would be desirable

### WE OFFER

Flexible working hours | Employee benefits | Own training center | Language training | Support programs | Attractive, success-oriented remuneration | IT equipment | Mobile phone and Neutral company car also for private use

### YOUR WAY TO US

Do you recognize yourself in the advertisement? Then we look forward to receiving your application by e-mail to [career@dorma-glas.com](mailto:career@dorma-glas.com) or by post to DORMA-Glas GmbH, Human Resources Department, Max-Planck-Straße 33, 32107 Bad Salzuflen. Your contact person Christina Welzer will be happy to answer any questions you may have at +49 5222 924 201 or [christina.welzer@dorma-glas.com](mailto:christina.welzer@dorma-glas.com). The position can also be filled by suitable severely disabled persons.

DORMA-Glas combines fresh entrepreneurial spirit with the knowledge and experience gained from four decades of successful corporate history. With us, this apparent contradiction becomes the fuel for our path into the future. Let's walk it together.