

Managing Director – Benelux (Sales Division)

Our client is an internationally recognized tool manufacturer with a strong presence in the DIY sector. With over 1000 employees and a global network, the company operates in approximately 100 countries, delivering high-quality products to customers worldwide. To enhance further growth on the Benelux market and manage the exciting team the organisation is looking for a new Managing Director.

Location: Breda - The Netherlands

Job description

- Take overall responsibility for the company's business activities in Belex, with a focus on achieving revenue, profitability, and market share targets.
- Implement the corporate strategy in Dutch subsidiary, ensuring a goal-oriented approach and assuming full profit and loss (P&L) responsibility for the legal entity.
- Manage and lead a local team dedicated to sales and customer service, including recruiting new staff if necessary.
- Develop and maintain relationships with local clients in both traditional trade channels and modern trade channels (e.g., DIY stores, e-commerce).
- Oversee the sales process and strategically and operationally expand the sales and marketing organization, continuously growing the sales force and providing a strong vision for the Dutch subsidiary.
- Support and execute marketing activities, including identifying new market opportunities and taking the lead on successful business proposals to secure new contracts and long-term relationships.
- Drive negotiations with decision-makers in the traditional market and DIY stores.
- Developing and defining the long-term assortment strategy.
- Pro-active negotiations of contracts with external service providers (PR and marketing).

Requirements:

- Academic degree or higher qualification in business or a related discipline.
- Around 10 years of experience in sales and management positions within the DIY products industry or a similar field.
- Proven leadership skills and the ability to work closely with an international and cross-functional team.
- Excellent verbal and written communication skills, convincing and persuasive personality.
- Existing business network in the DIY sector would be an advantage.
- Willingness to travel frequently within the Benelux Region.
- Dutch – mother tongue, English – fluent, French or German would be an advantage.

If you believe you meet the criteria to apply for this role, please send us your detailed CV to application@remel-es.de.