

Top quality entrance matting

Debomat in Belgium is a Member of the Gerflor Group and features the big potential of a multinational company with the atmosphere of a family business. Debomat has been innovating and producing high-quality entrance mats for the past 35 years. We are specialised in niche products suited to both the commercial and residential markets. Our high-quality product portfolio includes logo mats, entrance matting systems, aluminum matting, carpet tiles etc.

Visit us on: www.debomat.com

DEBOMAT

innovations in textiles

Gerflor
theflooringgroup

Debomat is part of Gerflor Group

Following our successful growth strategy, we have an exciting and challenging opportunity for a dynamic

Project Sales Representative

in Temse (hybrid).

In our small company (8 employees in total), the Project Sales Representative has the responsibility to identify and win customers for entrance matting in the Belgian market. The main goal of this function is to develop a solid customer base, to generate sales and further develop the business – in line with the company strategy.

Your role:

- Identify, qualify and prioritize potential customers for entrance matting, accessibility solutions and profiles in Belgium
- Develop and manage a portfolio of customers with a focus on general contractors, office decoration specialists and facility management services
- Visit customers, present the products and provide consulting and service
- Prepare and follow up on offers and quotes
- Develop target group oriented sales strategies in close cooperation with the Managing Director
- Provide market research on competitors and market trends
- Use and transform sales leads and projects from other sales teams within the Gerflor Group to leverage synergies
- Provide reports and market insights in a structured and professional manner

Your profile:

- Experience in sales or business development roles
- A proactive sales approach and the ability to win new customers
- An analytical mindset and the ability to develop successful sales strategies
- The ability to communicate and adapt to different management levels
- Good knowledge of MS-Office (Excel, Power Point, Outlook)
- Very good communication skills in Dutch and French (mandatory) – English and/or German would be an advantage
- Willingness to travel in Belgium (approx. 50%)

Our offer:

- The opportunity to take over responsibility in a small, internationally successful company – which is part of a global group
- A stable environment and a nice team
- A versatile and multifaceted job with exciting challenges
- Possibility to work from home after the onboarding period
- Competitive salary and company car (also for private use)

Sounds interesting? Please apply on: