



The Airblast Group operates internationally manufacturing and marketing premium quality industrial equipment for use in the surface treatment and finishing industries. Our main clients operate in the offshore, shipbuilding and ship repair industry. The full range of Airblast surface treatment equipment is available through our network of international sales offices and approved distributors.

For our headquarters in Heerhugowaard we are currently seeking a:

Export Sales Manager (full-time)

Job description:

To further develop the export sales via an established distribution network as well as identifying and establishing new distribution partners in Europe and Africa.

Tasks and responsibilities:

- Pro actively develop sales through identifying and evaluating target markets
- Develop and maintain relationships with existing and distributors
- Prepare quotes, technical and commercial
- Follow up quotes to secure orders
- Liaise with all company departments (such as Sales, Marketing, Customer Service, Logistics)
- Reporting to the Sales and Marketing Director

Requirements:

- MBO degree or equal experience
- A minimum of 3 years experience in a business-to-business sales role (preferably in a technical environment or engineering related role)
- Ability to develop and maintain long term client relationships
- Ability to work with clients from different backgrounds & cultures
- Office based role but must be prepared to travel (50% of the time)
- Languages: Dutch and English essential, German and French desirable, additional languages advantageous.

If you are willing to take up this challenge, send your letter of application and CV to:

Airblast B.V.
For the attention of Peter Baltus
Postbus 1075
1700 BB Heerhugowaard
The Netherlands
Email : p.baltus@airblast.com
Web : www.airblast.com

For more information Peter Baltus can be contacted during office hours.
Phone : 072 – 5718002.