

Business Development Manager – German market

COMPANY

Pollet Pool Group

LOCATION

Germany

ABOUT US

Pollet Group, headquartered in Waregem (Belgium), has operations in 17 countries and is active in 3 segments: the water treatment sector, the swimming pool industry and the medical industry. Pollet Water Group bundles 28 companies active in water treatment. Pollet Pool Group operates in the swimming pool construction market with 10 distribution companies and 2 manufacturers. Pollet Medical Group consists of 6 specialised medical companies. Together the group has about 1.850 employees.

Pollet Pool Group supports pool builders with a range of high-quality products, technical support, training courses, an online ordering platform, etc.. Our subsidiaries are located in the most important European countries with a central warehouse of 18.000 m2 in Waregem, Belgium. Pollet Pool Group only sells to professionals.

GENERAL

We are looking for an ambitious, energetic, and result-driven Business Development Manager to expand our business in Germany. You will represent the company and will have the possibility to implement and apply the new sales strategy. The goal is to drive sustainable financial growth through boosting sales and forging strong relationships with clients.

YOUR RESPONSIBILITIES

As Business Development Manager you will be responsible for the development, maintenance and expansion of the business of Pollet Pool Group in Germany.

- You contact potential customers to establish a business relationship and meet with them on a regular base.
- You maintain current client relationships and manage the existing sales pipeline, while optimising our share of wallet.
- You develop new sales areas and improve the sales through various methods and tactics.
- You monitor the market and its players to keep our business competitive in the German market.
- You advise your customers with technical support and are up-to-date about our productportfolio and its features and benefits.
- You are in close contact with our HQ Belgium and collaborate with the customer service and PPG technics team to ensure requirement are met.
- You report directly to the sales director of PPG BE and keep in touch by weekly video calls and monthly sales meetings at the HQ in Waregem (Belgium).

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YOUR PROFILE

- You have a proven working experience as business development manager or another relevant role. Market knowledge in pool business is a huge plus.
- Our Business Development Manager is a born hunter. You gain energy from making new contacts and developing long term relationships.
- You have excellent time management skills and planning skills are crucial.
- You take ownership of your client portfolio. You have a hands-on mentality and get the job done.
- You have the ability to organize yourself, to work independently and set priorities in order to meet both short term and long term goals.
- You have strong negotiation and communication skills and you are fluent in German and English. Having good reporting skills is essential.
- You have a good working knowledge of MS Office and CRM software.
- You have a valid B- driving license.
- You are willing to travel within Germany on a daily basis and visit Belgium approximately once a month.
- You work from home for all admin-related tasks.

OUR OFFER

A challenging position with room for autonomy and personal development and a fascinating career in a rapidly evolving sector within a financially stable company.

You will become part of the Pollet business culture:

a culture of entrepreneurship, collaboration, continuous improvement and a can-do mentality.

A progressive and warm environment in a strong family owned group. The Pollet Group is a top player in its industry.

An attractive and competitive salary package with corresponding fringe benefits.

HQ BELGIUM

Textielstraat 13
8790 WAREGEM (BE)
www.polletpoolgroup.com

LET'S MEET

Send your resume and motivation letter to jobs@polletgroup.com

More info? Have a look at:

www.polletpoolgroup.com

www.polletgroup.com

www.polletwatergroup.com

www.polletmedicalgroup.com