

Sales Manager BE-LUX (Brussels) – full-time

Your future job

We are looking for a dedicated and experienced future colleague to join our Sales department in Brussels. As Sales Manager Belux, you will be in-charge of the success of our expansion into the Belgian and Luxembourgian markets by overseeing all aspects of the business. Reporting to the Chief Commercial Officer based in Holland, you will be part of a team of passionate and dedicated colleagues with whom you have direct interactions. You also get along with our customers and vendors for all sales questions.

Netaxis offers a range of Telecom solutions, products and services. The company is committed to fulfil the highest expectations of their customers. The projects are operational in nature, involving new technologies and application developments.

What will be your roles?

SALES REPRESENTATIVE:

You make sure Services Providers & customers' organizations benefit from high value-added products and solutions to control and protect their Network

- You are the main interface for all customer commercial requests amongst your region
- You follow the sales strategy shared with the sales team and driven by CCO
- You draft and send offers to all customers beyond a given amount
- You renew contracts with customers and vendors
- You make sure you understand customers' needs and discuss them in details
- You improve the relation with current customers and build strong relationships with new ones
- You develop the networking amongst customers' organisation (You get to know more key people in the organization)
- You create stable and profitable solutions in keeping with our customers' needs
- You relay information and ideas coming from the market to the CCO
- You work together with the pre-sales people so to reach determined targets together.
- You collect accurate customers' data's and complete them in our CRM (i.e. Sales Force)
- You enter offers indication in our CRM (i.e. Sales Force)

You identify in your region valuable & possible new customers and high value-added markets

- You develop the business volume accordingly with Sales Strategy's expectations
- You identify new targets/new markets
- You establish first contact and open doors for Netaxis' products & services.
- You manage every aspect of our newly expanding operation in the Belux countries
- You negotiate with vendors and service providers needed for production
- You collaborate with local businesses to acquire all necessary resources and services
- You conduct extensive research regarding the market and learn everything possible
- You strengthen contacts with marketing and production teams with local expertise
- You collaborate with leadership to strategize how best to roll out product line
- You become a student of the culture, remaining aware of customs and manners always



- You synthesize monthly, quarterly, and annual reports on progress and development
- You network effectively with local clients and develop strong professional relationships
- You work to ensure deadlines are met and budgets are maintained
- You adapt the business model to be culturally relevant without losing its identity
- You mentor direct reports, especially in regard to our values and vision
- You contribute to the overall global success of our company
- You ensure strong partnerships are developed with telecom integrators (e.g. Damovo, NTT, Telkea, BKM, Telecom IT, Proximus, Nextel-Telenet, etc.)

Working with us

Netaxis was founded in 2010 in Brussels, Belgium, by a team of experienced Telecom engineers. The company quickly established itself amongst the Telecom community in Belgium and were soon winning integration contracts with major players in the market. Having designed and developed networks the company was then asked to support and monitor these networks and a second line of business was soon established.

Building a reputation for high quality solutions and services the company has grown steadily and now has over almost 50 members of staff, mostly engineers. Netaxis counts the majority of Tier 1 and Tier 2 Telecom companies in Benelux as customers and for many of them is looked upon as the trusted adviser for future product and network engineering strategy. The inhouse team of developers has successfully introduced new products now used by a large number of our customers. In 2017 Netaxis embarked on a program of international growth and has opened offices in The Netherlands, Italy, France and the United Kingdom. The customer base is becoming truly international and the company has ongoing projects in Africa, Asia and the USA. The company is continuously growing and can now be considered as a real scale-up!

Netaxis is not only innovative in its products and services but also in its organisation. You will work in a self-managed environment where collaboration is highly valued and your input truly considered. Netaxis is organized according to Holacracy®, to allow autonomy and distribute power throughout the organization.

Who are you?

- You have a proven experience in a similar role & you can bring to the business a 10 years' or more experience in management in international business setting
- You testify from a significant experience in the finance and marketing fields strongly preferred
- You preferably hold a Master's degree, MBA or other relevant field
- You have experience in Telco providers and with Broadsoft platform, Cisco products
- You are fluent in French, Dutch & English
- You have a strong sense of responsibility and autonomy
- You are hands-on and dynamic
- You feel comfortable to handle a very good communication and interpersonal relation skills in an international environment
- You interact with our customers with the envy and the focus to make them satisfied
- You systematically analyse problematic situations and are good at prioritize urgencies
- You are a good team player, solidarity with your colleagues is part of the values you share
- You are exceptionally well organized and driven by success
- You have ability to thrive in high-pressure situations
- You hold outstanding negotiating skills
- You are analytical thinker with superior problem-solving skills



- You can benefit from a solid history of data-driven strategic development
- You act decisive and committed
- You are known as natural leader who inspires and motivates those around them

What NetAxis Solutions offers you?

- The opportunity to work in a team who practices mutual respect and support
- A chance to be part of a growing innovative company where you will have the freedom to develop your talents in a self-managed structure
- A place where quality and your creativity really count
- Real possibilities to upgrade your competencies thanks to training & mentoring
- Real career possibilities to develop either your soft skills or technical ones and grow up together with the company itself
- An attractive package including a company car, holidays (32/full time), lunch vouchers (8€), 13th supplementary month, IT tools (Appel devices) to help you performing your job's expectations, complementary family allowance, internet subscription, mobile subscription, transport subscription and a large social plan : DKV, pension plan & group insurance.

For more details, feel free to surf on our website www.netaxis.be

To apply, please send a cover letter that expresses your interest along with your resume to jobs@netaxis.solutions

During the recruitment process you will have the opportunity to discuss your role directly with your future colleagues.