

**Company**DELTACAST**Location**

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Job Status

Full Time CDI

Industry

TV broadcast

Experience

5-8 years

Publication Date

01/03/2019

DELTATEC is a high-tech design company specialized in advanced hardware and software technologies. More on www.deltatec.be

DELTACAST provides advanced sports & TV show solutions. More on www.deltacast.com

DELTACAST.TV is dedicated to developing and manufacturing state-of-the-art products for the professional video market. More on www.deltacast.tv

DELTACAST is looking for a:

International Sales Manager

Mission

- Acting as a business partner and single point of contact throughout the sales process, you will be accountable for developing, building and maintaining long-term relationships with commercial Partners, Distributors and VARs
- Responsible for building a commercial plan with internal stakeholders to manage and expand business and profit
- Identify potential new regions, partners and markets for growth
- Develop and run commercial networks of partners in the TV Broadcast and ProAV markets
- Manage existing and new client relationships by supporting them closely to meet agreed sales targets
- Develop insight that supports the development of a differentiated sales proposition that adds value for our customer
- Set up commercial missions and take active part in commercial fairs all over the world, so you would need to be open to regular trips
- Collaborate closely in the development and management of channel partner growth with the marketing team
- Discuss market opportunities with the Product Manager
- Take part in the definition of new products to be developed by the Technical Team.

International Sales Manager

Profile

- 5-8 years of sales, marketing and service experience (in the TV broadcast market is an asset)
- Demonstrated innovative ability to meet sales targets and grow business in a team player environment
- Strong interpersonal skills, self-motivated and effective time management skills
- results oriented
- Excellent communication skills (including group presentations), relationship and negotiation skills
- Fluent in English, written and spoken
- Diploma in commercial branch of learning is an asset
- You are available and like traveling abroad (all countries).

Offer

DELTACAST commitment is to highlight diversity and talents throughout a dynamic working environment.

We offer a lot of interesting benefits with a competitive package including numerous extra-legal advantages and a career enhancement program that ensures that you are constantly learning and improving your skills.

Working in DELTATEC is a lot more than just a job...

Joining us is about being a part of an enthusiastic and innovative team experiencing at first hand the challenging topics we are facing every second...

Apply