

Damaco Group – International Sales Manager Africa

Join the team

Job Description

As a driven Sales Manager, you will work daily to achieve a win-win for both the client and Kipco-Damaco. You manage strategic customer relationships, ensuring maximum customer integration within Kipco-Damaco. You conduct commercial negotiations to sell our productions but also trading goods in your markets. You have an eye for opportunities that arise both with existing customers and in the search for new long-term customers.

Your customers are the meat processing industry, frozen food importers, and the feed industry.

You are responsible for correctly and efficiently recording, tracking, and managing customer orders and customer files to ensure optimal and timely availability of finished products following customer needs and organizational objectives.

Your Profile

- You have received a bachelor's or master's degree, and you already have experience in sales.
- You are commercially minded, and you are willing to travel 10% of your time.
- You like to take initiative, and you can work autonomously.
- You are willing to learn the way of doing business in the region.
- You are someone who is result-oriented.
- Knowledge of Dutch, French, and English is a must, given the many international contacts.
- Have you already built up a network in Africa? This is definitely an advantage!
- By nature, you are someone who radiates enthusiasm and dynamism.
- You have strong communication skills, both with clients and internally within the company.
- Since Kipco-Damaco has ambitious future perspectives, we also count on your talent and experience to further shape our growth!

Offer:

- Kipco-Damaco is a dynamic family business with a no-nonsense mentality.
- We offer an exciting autonomous job within a high-tech environment.
- We offer a competitive salary, a cell phone, a laptop, a company car, group insurance, hospitalization insurance, and 6 ADV days.

Do you get excited when reading about this vacancy? Then you are the ideal match. Do not hesitate and apply now via email to jobs@kipco-damaco.be.

We will contact you as soon as possible to discuss your application.

Who knows? You might soon be our new colleague!

<https://www.damaco-group.com>