

Business Developer

Established

Vast

65k

COMPANY PROFILE

In-lite is an international manufacturer of high-quality LED outdoor lighting. From its headquarters in Gorinchem, the company designs, develops and produces lighting solutions for residential and professional outdoor environments.

With a broad range of garden lighting products, outdoor lighting systems and accessories, In-lite helps customers create complete lighting concepts for outdoor spaces. Thinking along with customers, designing solutions and turning ideas into practical plans is an important part of the business. Using custom-made 2D and 3D lighting plans, customers can see how a project will look before installation.

The products are sold through a network of dealers, landscapers, garden architects and specialised partners. Today, In-lite is active in multiple European countries, Canada and the United States.

JOB DESCRIPTION

As a Business Development Manager, you will be responsible for the continued growth of In-lite in Wallonia. You will build relationships with landscapers, dealers, garden professionals and wholesalers and help them position In-lite within their business.

You will be part of an international sales team of around 30 colleagues and work closely with Inside Sales, Marketing and Customer Service. The Inside Sales team generates new leads, but you will also have plenty of freedom to identify and develop commercial opportunities yourself.

You will visit customers, provide training, support projects and advise partners on how they can further grow their business with In-lite. You will be responsible for your own region and will have the freedom to further develop and expand it.

This is not a traditional business development role. You are not only selling a product. You help customers and partners make In-lite a successful part of their business. As a result, the role combines account management, business development and commercial consultancy.

REQUIREMENTS

- Minimum of 3 years of experience in a commercial field sales position
- Experience in account management, business development or relationship management
- Fluent in French, both written and spoken
- Good command of Dutch or English
- Willing to travel to the headquarters in Gorinchem approximately once per month
- Independent and entrepreneurial mindset
- Experience within a dealer or distribution model is a plus
- Affinity with construction, technology, wholesale, landscaping or lighting is a plus
- Valid driver's license (Category B)

EMPLOYMENT CONDITIONS

- Salary up to €4,100 gross per month
- Bonus scheme of up to three monthly salaries per year, based on a combination of company targets and individual performance

- Company car
- Pension scheme
- Company laptop and phone
- Daily allowance when traveling to the Netherlands for training sessions, meetings or other business activities
- Extensive onboarding program at the headquarters in Gorinchem
- High degree of freedom and autonomy within your own region
- International organization with growth and career development opportunities

Apply

For this vacancy, In-lite works together with Haystack People, a specialized recruitment agency that understands the importance of finding a work environment where you can grow and feel valued. Haystack People will guide you throughout the entire recruitment process, from the introduction to In-lite through interview preparation and offer negotiations, helping you take the next step in your career with confidence.

Please send your application and CV to t.smit@haystackpeople.nl.

For questions, please contact Tobias Smit at +31 6 13 26 09 63.

Contact & solliciteren

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