



## SALES DIRECTOR WITH MD POTENTIAL

### Organization

Interoffices provides fully furnished and serviced offices, workplaces, co working spaces and meeting rooms, in addition to extensive facilities management, far-reaching technology and a large portfolio of specialized support.

Our clients are multinational companies, independents, corporates, starters, small & medium sized companies and mobile professional's/business travelers. Becoming a client of Interoffices means participating in a community driven by entrepreneurship. A community we like to serve with an offer of great value for a correct price.

### Description

#### Who are we looking for?

Interoffices is proud to present an extensive and expanding network of professional serviced office locations.

We bear innovative and creative leadership at the very heart of our activities: we facilitate innovation and co-creation between the best companies in the world.

We will be expanding towards Mechelen, Leuven, Gent, Liège, Bruges and other regional cities. That is why we are looking for a Sales Director. Someone who will take this expansion further through active sales with attention for continued customer satisfaction. Collaborating closely with operations on the different locations will be key to achieve that goal!

As a candidate for the position of Sales Director, you will be valued essentially upon the following criteria:

1. You have an entrepreneurial spirit and you're driven by strong sales results
2. Prospecting, cold calling and networking are part of your DNA
3. Your ability to develop outstanding client relationships
4. Your ability to inspire others
5. Your language skills as being truly trilingual (professional Dutch, French and English)
6. Your experience in business to business sales, within preferred sectors such as (professional) real estate, hospitality, events industry and others

## Your main responsibilities:

### **SALES:**

Sales is an essential part of your responsibilities and will take up about 80% of your time. You are driven by developing new business, both through existing customers and new prospects.

- You work in close collaboration with the CEO to define the business plan and achieve the targets as set
- You detect business opportunities and actively develop new clients
- You detect opportunities for new locations and strategic partnerships with landlords
- You have a P&L responsibility
- You report to the CEO and work closely together to implement the chosen strategy

### **ACCOUNT MANAGEMENT:**

- You ensure full customer satisfaction by maintaining the client relationships and delivering a top level service
- Inspiring leadership and continued contact with the local teams will be key for maximum customer satisfaction

### **OPERATIONS:**

- Working closely with the Operations Director, you both make sure all operational issues are handled efficiently and with care for our customers
- Budget follow-up is key for a healthy management of operations

## Profile and skills

- You have at least 5 years of experience in sales within preferred sectors such as (professional) real estate, hospitality, events industry or others
- You have an entrepreneurial spirit and you're driven by strong sales results
- You have the ability to develop, maintain and expand outstanding client relationships without relying on a sales team for executing the sales actions. You are used to handle the complete sales cycle from A to Z and enjoy doing so.
- Presenting to C-level managers or directors comes naturally to you
- You have the ability to inspire teams
- You are trilingual (professional Dutch, French and English)
- You genuinely care for your community: assisting with any problem or issue which can occur and resolving it in a timely manner
- As a dynamic person, you embrace change and strive for excellence



## Why should you apply for the job?

Being a part of Interoffices, is being part of a young, fast growing company with an experienced management team who bear entrepreneurship in their DNA.

As the Sales Director you will be part of that exciting journey and will be able to contribute to the shape and the growth of it. Your mindset to innovate and to co-create, as well as your drive and human interest are what is key to us.

And of course, we offer an attractive salary, good secondary conditions, a lot of empowerment and autonomy in the way you perform your tasks. Up to you to accept the challenge!

## Application

Please send your resume and motivation letter to Pascaline Roels: [hr@interoffices.com](mailto:hr@interoffices.com)

*(Considering summer holidays, please note that applications will be handled within a time frame of 3 weeks)*

**For more information about our company, please have a look at our website:**

**[www.interoffices.com](http://www.interoffices.com)**