

JUNIOR SALES MANAGER

ORGANISATION

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 professionals/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.

That is why we are looking for a Junior Sales Manager. Someone who will fill up our locations to an occupancy of 100% through active sales with attention for continued customer satisfaction. Collaborating closely with operations and inspiring the teams on the different locations will be key to achieve that goal.

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

1. You are a true entrepreneur and 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 your colleagues
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 95% of your time.

Key Responsibilities:

- Drives revenue for Interoffices by selling all products and services at competitive prices while maximizing revenue opportunities. Ensures that production, activity and sales revenue exceed the targets.
- Establishes own objectives and targets in terms of number of visits per day, number of prospection calls per day.
- Provides daily leadership, communicates strategic opportunities to the management and executes the sales process in terms of deal pricing, workstation optimization, competition strategy, marketing plans, broker plans, etc.
- Maintains professional relationships with all lead generators: brokers, internet brokers, accountants, lawyers, chambers of commerce, business associations or organizations, ...

- Drives high conversion of all products through effectively following the sales process, ultimately resulting in a positive impact to the occupancy and profitability.
- Deals with any escalated customer issues.
- Develops a proactive call plan strategy to be aimed at agents, 3rd parties, local key accounts and neighbouring businesses to ensure new business sales and revenue targets are achieved. Also works closely with the marketing team to help provide local market knowledge.
- Has a firm grip on the market intelligence by obtaining, maintaining and updating competitive intelligence

OPERATIONS & PEOPLE MANAGEMENT:

- 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

GENERAL:

- 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

PROFILE AND SKILLS

- You have at least 3 years of experience in sales within preferred sectors such as (professional) real estate, hospitality, events industry or others
- You are a true entrepreneur and driven by strong sales results
- You have the ability to develop, maintain and expand outstanding client relationships
- 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 dynamic company – and a wider group of affiliated companies - with an experienced management team who bear entrepreneurship in their DNA. As the Junior Sales Manager you will be part of our 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, plus a lot of empowerment and autonomy in the way you perform your tasks.

APPLICATION

Please send your resume and motivation letter to Dirk Paelinck: hr@interoffices.com

(Please note that applications will be handled within a time frame of 4 weeks)

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

www.interoffices.com