



SALES MANAGER, CENTRAL EUROPE

ABOUT SEAUTON

Seauton is a leading independent corporate travel agency specialized in the organization of international conferences, seminars, meetings, congresses and incentives.

The company is well referenced and considered a strategic partner because of its distinctive project approach based on flexibility, quality, concern, creativity and eye for detail.

From the head office, based in Leuven (Belgium), the company operates worldwide.

A first international subsidiary, SEAUTON Iberia, based in Cascais, Portugal, started in January 2011.

To further strengthen our position on the European market, we are in the process of setting up SEAUTON Holland, a subsidiary in The Netherlands, and SEAUTON Central Europe, a subsidiary in Prague, Czech Republic.

For the office in Prague, we are recruiting a Sales Manager, Central Europe.

JOB DESCRIPTION

You will be responsible for all sales activities in Central Europe from prospecting, presenting and negotiating to closing, such as:

- Define and implement the sales strategy for Central Europe
- You actively prospect for new and international accounts
- You understand the uniqueness of our product portfolio and “the Seauton way” of working and are able to translate this in the proposals in order to sell our added value.
- You are able to control budgets and margins in order to assure profitability of the project.
- You are responsible for closing the deals and meeting the sales target.
- You are responsible for keeping all information in a structured way and for assuring no information, detail or specificity is lost when transferring the project from sales to the Project Team for execution once the project is sold.
- You organize scoutings and site-inspections with the client.
- You built good relations with suppliers and take care of the follow up towards our suppliers.
- You work in team with the Belgian based international sales director, the sales managers of the different SEAUTON subsidiaries and the marketing manager.



PROFILE

- Professional bachelor or similar by experience.
- You are a dynamic, enthusiast and a result driven person that likes the things to be done.
- You are fluent in German and English.
- Knowledge of Central European languages (Czech, Slovak, Polish, Hungarian,...) is an advantage.
- You have a commercial feeling and posses good communication and presentation skills.
- You are open-minded and creative.
- You are stress resistant, flexible and willing to travel abroad.
- You are well organized, structured and can work independently.
- You have an eye for new market opportunities.
- You have good knowledge of MS Office (Excel, Word, PowerPoint).

CONTACT

If interested, please send your motivation letter and CV as soon as possible to:

SEAUTON International
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