



Global Distribution Manager

Position Summary

The Global Distribution Manager's primary responsibility is to maximize the Company's sales revenue through a network of international agents, distributors, and direct sales activities with existing and prospective customers. The position will be based in our headquarters in Delft, the Netherlands and require approximately 25% travel.

Key Responsibilities

- Achieve sales target in the ROW sales region;
- Develop sales plan and strategies;
- Develop and maintain strong relationships with regional key customers and influencers in the territory;
- Track relevant projects within the territory. Identify, maintain contact, and develop relationships with decision-makers;
- Assist distributors and agents in building the company's market share;
- Regular visits to ROW distributors and customers;
- Monitor and manage distributor performance including developing countermeasures when necessary;
- Prompt follow-up of sales leads, quotes, and orders within territory;
- Prospecting and generating new leads through cold-calling, networking, referrals, etc.;
- Generate sales reports and forecasts in line with company guidelines;
- Respond promptly to customer inquiries and complaints;
- Stay current on product and applications knowledge;
- Attend technical and sales training courses and industry tradeshow;
- Provide market feedback to the company;
- Occasional visit to customers in the Netherlands.

Experience and Skills

- 5-10 years relevant sales experience with environmental (water related) projects or consulting;
- Minimum HBO (professional) education level in commercial discipline;
- Relationship-builder, networker, deal-closer, likes to work within a multicultural environment;
- Good understanding of (hydrogeological) instrumentation is preferred;
- Experience in distribution management is preferred;
- Experience with projects and tendering processes is preferred;
- Experience with trade organizations is preferred;
- Self-motivator who is comfortable operating autonomously, within company guidelines;
- Ability to relate well to people, especially other engineers and customers of various nationalities;
- Strong communication and presentation skills;
- Strong computer skills with modern business software tools (CRM, MRP, Office);
- High degree of independent judgment and integrity;
- Fluent in English and Dutch is required, French and/or Spanish is preferred.

Compensation

- Attractive compensation package including performance based commission plan;
- 25 Holidays, Pension arrangement and other secondary benefits as regulated in CAO Metaal en Techniek, including 13 ADV days

Company Background

Van Essen Instruments (VEI) was founded in 1938 by Cornelis van Essen in Delft, Netherlands. In the early 1990s, Van Essen began to offer standard water related equipment such as standalone dataloggers, which used external sensors and flow meters for open channels. Since the deployment of the first Diver, Van Essen sold over 200,000 dataloggers worldwide. Its commitment to quality and performance has established Van Essen Instruments as one of the premier brands in the industry. Van Essen Instruments with around 20 employees has its headquarters in the Netherlands (Delft), and sales locations in Canada and the US. This is an exciting year for Van Essen. We are launching several new innovative products that need to be shown, demonstrated and sold to the world.

If you are interested, or if you need more information, please send an email to sbaseliers@vanessen.com