



KNX currently has a vacancy for a

Sales Team Manager

Why join KNX?

KNX is an association responsible for the worldwide open standard for home and building control enabling the interaction between different applications and devices. It is an open standard that manages lighting, blinds and shutters, air conditioning, security systems, energy consumption, audio video, white goods, remote controls, ...

KNX was created 30+ years ago and has more than 500 members worldwide. Visit our website www.knx.org

- KNX is a dynamic organization constantly recruiting new members and improving KNX technology
- Customer-centric
- With excellent working atmosphere
- Stable and passionate team
- Multicultural environment

Function

Your key responsibilities as Sales Team Manager

- You will manage the Sales Support Team
- You are the SPOC for large accounts meaning you are responsible for contract negotiation and order handling
- You provide sales support both via the ticket platform, Zendesk and by phone
- You prepare the sales team meetings and report the sales statistics to the Management
- You attend several trade fairs per year
- You take ownership in conjunction with IT for improvements and testing in the sales process in the KNX webportal, "MyKNX"

Profile

- Experience as a Sales Team Manager
- Hands on and proactive Team Leader
- Excellent interpersonal skills to effectively communicate with internal and external stakeholders and to form strong working relationships
- Passionate about modern technology- Pro procedures
- Excellent English and good German (written and spoken)
- Dutch and French are assets
- IT literacy: Good Word, Excel and PowerPoint

Offer

- Very competitive salary paid 14.92 x per year
- Broad range of benefits
- Company and individual bonus,
- Group insurance,
- Eco cheques and meal vouchers
- Public transport reimbursed at 100%
- 2 days homeworking
- 1 additional holiday every 3 years

Interested? Please send detailed CV to:

Serge Creola - Sales Team Manager (retiring)

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