



Global Sales Director

With an excellent commercial and entrepreneurial focus

Vacancy number: 190006

Location: Beusichem

Consultant: Bert-Jan de Visser

Summary

Global Sales Director - DTS

Our client, Dutch Tec Source (DTS), is a leading designer and manufacturer of high-end, world-class quality machines and complete production lines for the food processing industry. Clients are mainly active in the potato and fruit & vegetable processing industry worldwide. DTS employs approximately 40 employees with a relatively large flexible part of approximately 100 employees during high season, all working at the main office and factory in Beusichem. In 2018 a reputable private equity firm invested in the company to allow for further growth and internationalization.

For this great job at a company with very strong and solid financials and reputation, we are looking for a candidate with the ability to boost business to the next level. You will set the commercial strategy and execute sales for global key accounts and system integrators in the specific markets of DTS. You will drive demand, revenue, profitability and market share and secure sustainable profitable sales.

You will be active acquiring new business with new clients as well as existing clients. In other words, you are constantly aware of what is happening the client-side and in the markets that DTS is serving. It is your goal to expand the customer base and revenues in order to build effective and long-term relationships.

Your profile

We are looking for a Global Sales Director with an entrepreneurial, proactive and hands-on mentality. You (preferably) have a technical background, a master's degree or equivalent in a relevant technical or business-related subject. You are experienced and have a relevant existing network in capital equipment for the food service industry or strongly related industries. You preferably have over 10+ years' sales/solution selling and business development experience.

You have a strong personality and are able to communicate at all levels. You have a natural outgoing



and commercial mentality, as well as a strategic approach. You are fast in analysing market situations, seeking opportunities and direct in taking immediate action.

DTS

Our client, Dutch Tec Source (DTS), is an established and solid company with a history dating back for more than 30 years. The company is a leading designer and manufacturer of high-end, world-class quality machines and complete production lines for the food processing industry. Clients are mainly active in the potato and fruit & vegetable processing industry worldwide.

The mission of DTS is to be the world's most dynamic organization in the focus areas and to create sustainable solutions for its customers in order to fulfil their needs for process equipment worldwide and to grow the business (PMC's and geographical areas through active BD, marketing and sales).

DTS employs approximately 40 employees with a relatively large flexible part of approximately 100 employees during high season, all working at the main office and factory in Beusichem.

In 2018 a reputable private equity firm invested in the company to allow for further growth and internationalization. It is their goal to expand the customer base globally and turn interesting opportunities - green field as well as existing customer base - into business.

Anticipating on these ambitions and in order to create a proactive market awareness we are currently seeking a strongly motivated Global Sales Director.

Website of DTS

Global Sales Director

For this great job at a company with very strong and solid financials and reputation, we are looking for a candidate with the ability to boost business to the next level. You will set the commercial strategy and execute sales for global key accounts and system integrators in the specific markets of DTS. You will drive demand, revenue, profitability and market share and secure sustainable profitable sales.

You will be active acquiring new business with new clients as well as existing clients. In other words, you are constantly aware of what is happening the client-side and in the markets that DTS is serving. It is your goal to expand the customer base and revenues in order to build effective and long-term relationships.

The focus areas for the 'hunting' of new leads (either specific markets, projects or customers) will be determined in close cooperation with the CEO and the Commercial Director. It is your responsibility to generate specific action plans for potential clients and leads and agree on the different roles that



need to be fulfilled by the other members of the DTS team in order to generate sales.

During meetings with potential clients you will keep note of the technical requirements, planning, budget and terms of delivery. While doing this, it is vital that you can translate the possibilities or the impossibilities of solutions for the client. You will keep close relations with clients, prospects and leads. Furthermore, you will act as a key representative of DTS during trade fairs and international symposia.

In order to get acquainted with the organization, clients and their specific processes, you will start with a decent program in close cooperation with the commercial director to whom you will report as well. He will make sure you will get familiar with the full capabilities of the company.

Your profile

We are looking for a Global Sales Director with an entrepreneurial, proactive and hands-on mentality. You (preferably) have a technical background, a master's degree or equivalent in a relevant technical or business-related subject. You are experienced and have a relevant existing network in capital equipment for the food service industry or strongly related industries. You preferably have over 10+ years' sales/ solution selling and business development experience.

You have a strong personality and are able to communicate at all levels. You have a natural outgoing and commercial mentality, as well as a strategic approach. You are fast in analysing market situations, seeking opportunities and direct in taking immediate action. The following aspects complete your profile: entrepreneurial, customer-oriented approach, self-starter, convincing, taking initiative, creative and autonomous way of working, results oriented, team player, hard worker, no nonsense, hands-on and operational attitude.

You are fluent in English. This role will involve frequent travel (>50% of your time).

Our client offers

The role offers an exciting opportunity in a fascinating industry in an international environment. A challenging and versatile position in a financially solid and growing organisation which is leading in its sector. Taking initiative and responsibility is highly appreciated, and there will be opportunities to grow. The primary and secondary elements of remuneration are excellent at DTS.

Contact

If you are interested in this position please click the button below. For more information please contact the consultant in charge Bert-Jan de Visser.



VAN DE GROEP & OLSTHOORN
FINDING EXCELLENCE

+31 346 - 87 00 20
info@vandegroep.nl
Apply for this position