



# Sales Manager Germany



## Company

Vandecasteele Houtimport was founded in 1883 and today the fifth generation of the family applies their knowledge and energy to the development and expansion of the company. Vandecasteele Houtimport has grown into a leading supplier of hardwood and softwood, thanks to their central location in Europe, flexibility, and large inventory, which allows them to quickly respond to market needs.



With core values of trust, sustainability, passion, long-term vision, and committed partnership, the company's 75 employees ensure customers and suppliers worldwide receive a personalized and efficient service. The open and people-oriented corporate culture is notable, resulting in a close and stable team.

To support the further growth of Vandecasteele Houtimport, we are looking for a Sales Manager for the German markets and later on some Eastern-European markets.

## Job

As Sales Manager, you will be the single point of contact for customers and prospects (timber wholesalers, manufacturing industries in various sectors) in Germany and, by expansion, some other regions in Eastern Europe.

- After an extensive induction period (where you learn the way of working, the product, and the customers), you will actively build, deepen, and maintain relationships with customers.
- You will closely monitor customers and ensure a smooth collaboration, given that a large portion of your customers generate repeat business.
- You will analyze customer needs, provide correct information and advice on prices, technical possibilities, and logistics arrangements, and provide an optimal quote.
- You will seek out new customers and create new business.
- Approximately 50% of your time will be spent abroad, and the rest of the time, you will work from home or in the office to ensure good project follow-up. Some interesting international fairs are annually scheduled in your agenda.
- You will work closely with your colleagues in Sales Management, the Commercial Back Office, and report regularly to the CEO.

## Profile

- You have a higher education degree and some relevant experience in a commercial B2B function. Affinity with/strong interest in the timber sector is a must.
- You are a good networker who easily makes new contacts and builds long-term relationships with (potential) customers.
- Others describe you as a no-nonsense, passionate, and committed person who enjoys working in a team.



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H O U T I M P O R T

- As a true entrepreneur, you are driven daily to further develop the business of Vandecasteele Houtimport and contribute to its growth story.
- You are fluent in German and English.
- You are a resident of Belgium, the Netherlands or Germany.

## Offer

- A challenging international commercial role with a lot of autonomy, responsibility, and interesting contacts.
- You are an ambassador of a leading company in the industry and you get to work with the most ecological and sustainable material in the world.
- You will be part of a dynamic environment with an open corporate culture and short communication lines.
- An attractive salary package supplemented with extra-legal benefits (BMW 5 series company car and fuel card, health insurance (including dental care), laptop, mobile phone).