

Assistant Product Manager

Supports the product manager when launching new products. Helps to manage the product from its design to its arrival on the market.

Sales Management

Maintains and boosts customer relations. Manages customer orders (from recording to invoicing), monitors sales logistics and the state of stocks.

- [Sales Management Assistant](#)
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On-site Sales Representative

Fosters loyalty among active customers through his/her daily dealings and canvasses potential customers, using various media, to gain new market shares and increase the turnover of his/her portfolio.

Constantly on the lookout for new opportunities.

- [On-site Sales Representative Call Centre/Agency](#)

This specialised sales representative helps to foster loyalty among customers by supporting, both commercially and technically, the multi-product agency sales executives as well as the technical sales representatives.

Together, they develop and maintain a network of suppliers capable of meeting all required specifications.

- [Segment On-site Sales Representative](#)

Sales Development

Responsible for promoting sales and customer development/securing new customers. Identifies opportunities and puts together offers tailored to the customers' requirements.

- [Head of Sales/Customer Development](#)
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Project Management

In charge of carrying out a project and making sure it runs smoothly.

Handles projects, often several at the same time, while keeping the work team motivated and occupied, and the customers informed and satisfied.

- [Project Manager](#)
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Project Coordination

Successfully steers the project(s) entrusted to him/her from the contract review (or order review) and throughout the term of the contract, by taking on the various responsibilities entrusted to him/her.

- [Project Coordinator](#)
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Travelling Sales Representative

Fosters loyalty among active customers, builds up a customer base and canvasses potential customers by travelling around the area to gain new market shares.

Accountable for the revenues of his/her sector. Constantly on the lookout for new opportunities.

- [Technical Sales Representative](#)
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Sales positions Managers



Manager of an on-site sales team

In charge of coordinating and organising all of the activities assigned to him/her. Ensures compliance with the sales organisation in place.

- Sales Office Manager
 - Product Manager
 - Project Service Manager
 - Head of Sales Management
 - Contract Manager
 - Export Manager
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Manager of one or more sales agencies and possibly a store

Speeds up performance by managing a team, implementing a joint sales policy and making sure that top-quality service is provided to all customers.

The Regional Director performs the same duties as the Regional Manager, but covering the scope of several sales agencies.

- (Assistant) Regional Manager/Regional Director
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Sales Management

Has a broad strategic view of the market. Defines the general guidelines which guide the sales representatives in their various activities.

- Sales Director
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Sales positions Managers



Commercial Management

Has a strategic view of the action to take. Anticipates requirements and new markets in order to breathe life into the company's sales policy.

- Sales Director
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Site Director

Performs the duties of Chief Operating Officer and Sales Director, in particular by managing a call centre or sales/sales management department with a large number of staff.