

# Radiant Color is looking for a highly motivated DIRECTOR SALES & MARKETING

## Essential duties & responsibilities

- Part of the leadership team and responsible for executing strategic direction of worldwide sales and marketing.
- Prepare and realize annual trade sales Goals, Targets & Objectives (GTO).
- Translate corporate GTO to individual targets per Area Sales Manager.
- Build and own annual sales strategy and account plans.
- Supervise 6 manager level professionals.
- Responsible for Customer Service department and Technical Support.
- Lead the sales team to develop a network of strong sales leads and value-based customer relationships.
- Relation building with customers, agents and distributors.
- Maintain close internal and external communication.
- Own product management strategy.
- Implement strategy for brand owner network expansion.
- Manage visibility through marketing strategy and actions.
- Represents the company in international Sales & Marketing meetings.

## Education & experience

- Master degree in economics/chemistry or equivalent by experience.
- Min. 5 years of commercial B2B experience, preferred in a chemical environment.
- Experience in setting up structures for distribution networks.

## Skills

- Strategically extremely strong with “hunting” mindset.
- Willing to travel abroad (average 2 weeks per trimester).
- Good knowledge of Dutch and English.
- Commercial and strongly result-oriented
- Strong people coaching skills.

## Why Radiant Color?

Radiant Color is a stable employer in Houthalen where commitment and loyalty are rewarded with a permanent contract with job security and a competitive salary package incl meal vouchers, insurances, bonus scheme and a company car. We combine the advantages of a strong multinational company with the charming atmosphere of a company with almost 100 employees. The company success is extremely important for us, but, so is your job satisfaction and personal growth.

## Color your career!

We are part of the American multinational RPM Inc. Radiant Color is market leader in the development and production of fluorescent pigments for inks, plastics, paints, cosmetics etc. More than 95% of our products are exported globally through direct sales and an extensive distributor network. We are also a successful resin supplier for intercompany business. To expand this business, we recently built the Resin Centre of Excellence next to our existing production plant. We owe the success and the constant growth to our focus on quality and innovation and our ambitions that extend to the horizon.

You can apply for this colorful job by mailing your cv to [jobs@radiantcolor.be](mailto:jobs@radiantcolor.be)

