

International Sales Director

Lead, inspire and grow, together with our European team

What defines you?

Leadership comes naturally to you. You shape teams into highly efficient units, while respecting each member's individuality. You have an analytical mind, instinctively recognise commercial opportunities and you can lead an international team with vision and vigour. At the same time, you are a mentor who inspires and motivates people to strive for greatness.

What are your responsibilities?

After a thorough introduction to the innovative world of PCB's (Printed Circuit Boards) and their unique production processes, you will find yourself at the helm of an ambitious sales team. You will manage around 30 employees, including 9 country managers and customer service professionals in Belgium and Hungary. Your role involves traveling to our production sites in Aachen (DE) and Eger (HU) around 50% of your time. Whilst in our headquarters in Mechelen and during international trips, you will:

- **Demonstrate leadership:** mentor and guide your team while focusing on results and personal growth.
- **Optimise processes:** analyse and improve commercial future-driven flows. Your focus areas are data and market analysis with a strong process- and KPI-driven approach.
- **Innovate:** be the driving force behind innovative commercial strategies and whilst remaining flexible to market evolutions and growth opportunities.
- **Collaborate with top management:** work closely with other board members and branch managers to strengthen Eurocircuits' market position..

“Our motto: Right first time”

“For over 30 years, we have been a pioneer in the PCB industry. Our focus on prototypes and small series has resulted in a customer base of over 11.000 active clients across Europe. With more than 600 employees in modern production facilities in Germany and Hungary and a strong sales and marketing team spread across Europe, we provide innovative and reliable solutions for electronic hardware designers. Our unique online platform (PCB Visualizer) allows customers to check and order their PCB designs 24/7.”

Dirk Stans, Founder & Managing Partner of Eurocircuits



What you should bring to the table

- A proven track record in building and leading international teams, preferably in a technical-commercial environment.
- A master's level of thinking with fluent communication skills in English and German. Dutch is not a requirement.
- The ability to combine an analytical perspective with commercial flair and the drive to bring about change when needed.
- A natural bridge-builder with persuasive skills who unites teams and creates support for innovative commercial approaches.
- Empathy for and appreciation of the unique qualities of your team members while also maintaining a strong sense of cohesion.

What we offer

- A dynamic and international family business where you will be instrumental in shaping the future of our sales department and strategy.
- An opportunity to influence a rapidly expanding company with ambitious goals, where taking initiative, responsibilities and teamwork are unmistakably intertwined.
- A culture of collaboration that values initiative and personal accountability.
- Competitive wage with room for self-employment or a permanent contract, depending on your preferences.

Ready to make an impact?

Apply today! Send your resume and motivational letter to solliciteren@goelen.be, to the attention of Gert-Jan Claessen of Goelen & Gaukema HR Partners. We will handle your application discreetly.

