



We are looking for a

Sales Manager Homecare Belgium

Ontex is a fast growing international company where people are the most valuable asset. To reinforce our Healthcare Sales team we are looking for a Sales Manager Homecare, reporting directly to the Business Unit Manager Benelux & International Business Development. He/She will be part of the local Benelux Management team.

Your role

The Sales Manager Homecare Belgium drives the sales development within Homecare Belgium in line with our defined strategic plans. This position is a key position for the Benelux Healthcare team. The objective is to:

- Drive sustainable profitable growth for the Homecare business through the different channels (Mutuals, Distributors, Pharma, Meriana (our factory shop))
- Develop clear strategy and growth plans for the Homecare segment *with the intent to become the market leader in Belgium by:*
 - Building a market leadership position within the mutuals
 - Developing a profitable route-to-market within the pharma and parapharma segment
 - Leveraging our distributor network
- Develop, together with the KAMs and the marketing department, strong marketing programs to support growth in the different areas:
 - Develop and execute strong launch plans within the Homecare segment
 - Develop and implement consistent pricing strategies to support sustainable profitable growth
 - Manage local brand strategy within the Homecare segment
 - Drive B2C & Catman approach for the Homecare segment
- Make and defend clear recommendations internally
- Ensure proper execution and implementation in close collaboration with the KAMs Homecare
- P&L responsibility for the Homecare business

- People Management of 1 Key Account Manager (KAM) Homecare Flanders, 2 Sales Support people, and 1 person in charge of our Meriana shop. Indirect management of 1 Key Account Manager (KAM) BXL/Wallonia. As member of the Benelux Management team, ensure a close collaboration and consistency in approach across the different areas of the Business Unit; shape and ensure the roll-out of different business unit wide initiatives (CRM, HR,)

Your profile

- University degree in business economics, sales and marketing or equivalent
- At least 7 years of commercial experience. Health care experience is a must, a strong network within the Belgian mutual and pharma segment is considered a plus
- At least 3 years of B2C and Category Management experience
- At least 3 years of people management responsibility
- Ability to interact at C-level in the organization
- 'Hunter' mentality combined with 'farmer' capabilities
- Strategic acumen with very strong analytical thinking skills
- Able to set a commercial strategy – high commercial feeling and negotiation skills
- Able to build partnerships (internally and with customers)
- Results driven
- Organized, independent, flexible
- Good interpersonal, communication and influential skills
- Positive mindset
- Excellent knowledge of Dutch, French and English, ie able to conduct negotiations with customers and excellent written skills
- Good Powerpoint & Excell skills

We offer you

- A professional environment ideal for your personal growth and career development
- A fun working atmosphere where team spirit is the real deal
- A competitive salary in line with your experience

Interested?

Please send your CV and motivation letter to Els.Porrez@ontexglobal.com

About our office

Ontex Buggenhout has been there from the creation of Ontex and remains to this day the most important location for the production of incontinence pads. Every year around 1 billion pieces are produced. The range, which is exported worldwide, offers all kinds of solutions for light to heavy incontinence. Buggenhout is also the location of our Sales, Marketing and customer service organisation for the Benelux region. In recent years, we have made continuous investments in new machines and in the automation of packaging lines. As a result, Ontex Buggenhout has evolved into a high-tech production environment, thanks to the site's 500 trained employees, production runs 24/7.

About Ontex

Ontex is a leading international producer of disposable personal hygiene solutions for all generations. We distribute in more than 110 countries through leading retailer private labels, as well as under our own brands. The group employs 8,000 employees over the world. Ontex is listed on Euronext Brussels and is part of the BEL20® index. To support our continuous growth, we are recruiting multiple profiles, in various regions. If you want to be part of this exciting journey, join our online community by consulting our job opportunities!