



Puesto de trabajo: **DIRECTOR/A COMERCIAL LATINO-AMÉRICA** (Ref. 56565568)

Nº de puestos: 1

Lugar: **Bélgica (Olsene)**

Fecha: 3/10/2017

Petersime (www.petersime.com) is the world leading supplier of incubators, hatchery equipment, project services and turnkey hatcheries. Next to the headquarters in Olsene (Belgium), Petersime has regional offices in Brazil, China, India, Malaysia and Russia, a sales network in more than 60 countries and customers in more than 150 countries. Petersime stands for innovation and a strong focus on developing customer focused technology solutions. For their further expansion of the Latin American market, they are currently looking for a Commercial Director Latin America.

Perfil del candidato:

- Nacionalidad de un país de la Unión Europea.
- You have a Master Degree in Engineering or Economics with clear affinity for technology, and a strong commercial attitude.
- You have experience in international sales within a technical environment (minimum 5 years). Affinity with the poultry sector and with the Latin American market is a plus.
- You have a solid background in business market development in a B2B environment.
- You are an "entrepreneur" who is motivated by autonomy and results, a strong negotiator thanks to your analytical skills, customer-oriented attitude and relational skills. Networking is your second nature.
- You communicate fluently in Spanish, and English. Knowledge of Dutch and Portuguese is a plus.
- You are prepared to travel 50% of the time.

Funciones:

- You are responsible for the business development within the Latin American market - with a strong focus on Brazil - leading the Latin American team.
- You draw up and implement the business plan of the Brazilian entity in order to ensure that the strategic goals are achieved, with responsibility over the P&L.
- You build strong contacts with Key Decision makers of existing and new customers.
- You negotiate autonomously with the Key Accounts. You think in terms of solutions and position yourself as your customer's partner, ensuring a close cooperation between Petersime and the customer.
- You are initially stationed in Belgium during a work-in period of approximately 12 months, after which you will continue your activities stationed in Brazil.
- You report to the Commercial Director Worldwide.



Condiciones laborales:

- Contrato indefinido, jornada completa.
- Salario: junior (2300-2400 gross). Experienced: up to 3500 euro gross

Interested candidates please send CV in english to Gert Van De Walle

(With reference 3112)

inge_sorel@insel.be

Dispone de información para redactar su CV en:

https://www.sepe.es/contenidos/personas/encontrar_empleo/encontrar_empleo_europa/paises/belgica/empleo_belgica.html

Consulta aquí las [Ayudas a la Movilidad](#)

y contacta con el consejero o consejera EURES de tu provincia para gestionarlas.