

A good job is not hardie to find.

Become part of the James Hardie Europe GmbH success story. **Your Partner in Growth.**

We are the global market leader in fiber gypsum and fiber cement solutions with the fermacell® and James Hardie brands. With our ground-breaking innovations we change the way Europe builds. We are setting new standards in areas such as lean manufacturing, demand creation and implementing our push-pull strategy. Every day, our fantastic team combines the creative spirit of a start-up with the power of a global market leader.

We specifically promote the personal and professional development of our employees - through individual training and exciting projects. It's not just the company that grows with us, but also each individual in the team.

To strengthen our team, we are looking for a

Area Sales Manager Commercial (f/d/m)

in **full-time** and **permanent** for our **Dutch market**. We offer remote work.

Your tasks

- **Advisory with Impact:** You provide technical and commercial expertise to architects, contractors, and installers – with the goal of increasing sales in the drywall sector. Your focus is especially on exciting flooring projects.
- **Shaping Solutions:** You prepare quotations, technical specifications, and tailored solutions that make a difference.
- **Building Relationships:** You maintain and develop strategic contacts in the commercial and non-residential construction industry.
- **Inspiring Customers:** You actively advise on key topics, support installers, and ensure the quality of on-site implementation.
- **Driving the Market:** You identify new customers and projects, analyze trends, and keep a close eye on the competition.
- **Turning Leads into Sales:** You convert marketing-generated leads into real business opportunities for James Hardie.
- **Sales with Structure:** You build and manage a sales opportunity pipeline in Salesforce to drive revenue.
- **Showing Presence:** You represent James Hardie at regional and national construction and trade fairs – visible, confident, and convincing.

You are...

- **smart?** You have completed a technical and/or commercial education at HBO level. You also bring several years of experience in sales and possess broad, in-depth knowledge of building materials. You're familiar with using MS Office and CRM systems, and you have a strong command of the Dutch language – German is a plus. You're precise when it comes to documenting relevant data.
- **driven?** You're self-motivated, goal-oriented, and able to stay calm under pressure. You plan effectively, set clear priorities, and bring a strong personality to the table. Frequent travel to visit clients is part of your routine – you're flexible and enjoy being on the move.
- **real?** You impress with your strong communication and presentation skills. You work independently and confidently, while also being a true team player. Your structured and stress-resistant approach makes you a reliable contact – both internally and externally.

You don't meet all above mentioned criteria? Be brave and apply anyway! We offer a wide range of further training and are willing to develop you into the role, if necessary!



What we offer

- **Flexible working hours** and the option to work remotely to support an optimal work-life balance.
- **Comprehensive support for families** through the pme-family-service (advice, support in finding a nursery place and much more).
- **Targeted training programs** to support your development (Individual Development Plans, JH Academy, Master Plan, Employers for Equality, Women's Initiative Network), as well as numerous "Grow Events".
- **Comprehensive health offerings** (Healthy Hardie to promote physical and mental health), including company supplementary health insurance and access to fitness programs.
- **Attractive compensation model**, as well as various benefits (such as BAV, Job Bike, Job Ticket).
- **30 vacation days.**
- **Company car.**

Curious?

Then become part of James Hardie. We are only strong together as a team. Diverse employees drive innovation and growth. We are interested in what people think, regardless of culture, background, personal belief or physical disabilities. We are looking forward to getting in touch with you.

To make the process as fair as possible, we support anonymous applications without pictures, gender or date of birth. All we need for your application is a CV and your notice period. If you wish, you can also enclose certificates or other documents with your application.

Apply now

Contact



Nicole Bannink

HR Business Partner NL

James Hardie Europe GmbH

Bennigsen-Platz 1

40474 Düsseldorf

www.jameshardie.de



***YOUR PARTNER
IN GROWTH.***