

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.

To strengthen our team, we are looking for a

Key Account Manager Facade - Belgium (m/v/x)

in **fulltime** and **unlimited** for the region of **Belgium**

Your tasks

- Develop and actively manage a project pipeline, including the creation of repeat business to allow the pipeline and landed sales outcome to progressively grow
- Develop and maintain an intimate knowledge of the customers' business strategies, operations, KPI's, key personnel and serve as the main JH contact across the accounts
- Develop and lead the execution of highly effective account plans which advance our competitive position, achieve mutual business objectives and significantly contribute to differentiating James Hardie's offer within the account
- Establishment and maintenance of strategic partnerships with key decision-makers and contact persons in the area of non-residential construction and commercial housing, in particular hotels, schools, hospitals, social housing, etc.
- Participation in regional and national construction and trade fairs
- Consciously follow up any qualified leads from the sales area and put them in the CRM project pipeline
- Develop and use potential analyses (search for and evaluation of potential customers & objects), competition monitoring (incl. market analyses and observations) and trend analyses

You are...

- **smart?** You have qualifications in a relevant discipline (Commerce / Business) incl. sales experience with a proven track record in business development. In addition to that, you are very knowledgeable in the Building Industry (façade business).
- **driven?** Standing still is a foreign word for you. Your high level of self-motivation and get-things-done mentality drives you, because you not only want to achieve your goals, but exceed them. You've got a highly motivated mindset as well as the ability to set the right priorities quickly – and also adjust them.
- **real?** You have strong interpersonal communication skills as well as good presentation skills. Commitment to the corporate culture, vision, mission and values are natural for you.



What we offer

- A very collegial atmosphere in a dynamic environment
- Continuous, individual development opportunities
- Attractive, performance-based variable compensation growth
- Company car + fuel card
- iPhone & Dell laptop

Curious?

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

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.***