



LAUDESCHER

14 rue Marcel Laudescher  
50500 CARENTAN-LES-MARAIS  
info@laudescher.com  
02 33 42 09 52

SAS au capital de 320 000 €  
SIRET 332 801 307 00023  
RCS Coutances 332 801 307

[www.laudescher.com](http://www.laudescher.com)

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## Business Development Manager

 BELGIUM – NETHERLANDS - LUXEMBOURG

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### Company presentation

Laudescher's products are manufacture to specification in France to very high standard and as their ambassador your main duty will be to liaise with current distributors as well developing sales channel. Benelux countries are a major focus and point of growth.

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### Job description

The role will report directly to the Commercial Director based in France.

The Business Development Manager will cover Belgium, the Netherlands and Luxembourg, and will be ideally located in the North West part of Belgium.

Some travels to France will be also required from time to time.

As a Business Development Manager Benelux at Laudescher your main mission will be to explore, manage and develop new relationships and also leverage existing relations with clients, architects and distribution channels, whilst identifying new projects and opportunities to drive growth across in Benelux.

Your responsibilities will include:

- Identify and expand on sales opportunities through B2B relationships management.
- Work consultatively with clients ensuring the sales cycle is completed.
- Prepare annual sales budgets and achieve sales targets.
- Prepare and deliver presentations to potential leads.
- Work cross-functionally with the manufacturing site in France providing technical advice to clients and distributors.
- Attend industry relevant exhibitions and conferences.
- Keep CRM updated continually.
- Promote a culture of growth through sales across the business.
- Being aware of market trends and competitors.
- The position is home based managing your own diary to develop new business and handle existing accounts.
- Previous sales and business development experience in Benelux.

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### About you

- You hold a Master's degree or equivalent
- You have an excellent command of Dutch as well as French.
- You have a strong technical knowledge in wood panel/acoustic solution or/and related industry is a plus but not mandatory.
- 5 year + as a Business Development Manager in Benelux countries is required.
- You have experience dealing with Interior Designers and/or Architecture agencies.
- You have an attention to detail and the ability to work accurately while meeting deadlines.
- You have excellent written and verbal communication skills.
- Strong proven business to business (B2B) field sales experience is required as well as and strong commercial awareness.



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