

Join CISSOID as a

Sales Director / Business development

At CISSOID, we are shaping the future of high-performance power electronics with cutting-edge silicon carbide (SiC) inverter technology. Our solutions power next-generation electric vehicles, aerospace systems, and industrial applications, combining efficiency, reliability, and innovation. As part of our dynamic and international team, you will have the opportunity to work at the forefront of electrification technologies, contributing directly to products that drive the transition to sustainable mobility and energy.

We are looking for a **Sales Director** to strengthen our team and help expand the sales activities across the assigned territories.

Purpose of Position

- Lead, manage sales and develop the business activity in their region.
- Achieve targeted revenue for all the products within the designated region.
- Be aligned with the company's general targets, missions and values.

Job Description

- Develop and manage pipeline of opportunities across the assigned geographical areas
- Proactively implement business development plans to create future revenues
- Develop and implement sales strategies
- Create relationships with customers to establish trust and collaborative relationships
- Prepare operational and financial sales reports
- Lead and coordinate cross-selling and joint marketing initiatives to maximize exposure and profitability

Requirements

- **Proactive and Self Direction:** take business development in his/her own hands and ensures support from the organization on an as needed basis, takes each rejection by a customer as information he/she can learn from.
- **Communication:** excellent written and verbal communication skills, proven report, writing and effective presentation skills.
- **Working with others:** excellent interpersonal skills with a focus on virtual teamwork.
- **Planning and time management** skills: Has a defined overall plan to approach and to follow up existing and potential customers.

- **Problem solving and innovation:** Has a proactive approach to problems and ensure that it has 360° coverage.
- **Leadership:** able to coordinate project teams to secure results with the customer.
- **Solid work ethic:** Display high level of integrity and trust.
- **Getting things implemented:** Ensure sales objectives are achieved and turnover is reached.
- **Influencing:** Is persuasive in debate and capable of gaining acceptance for proposals, to be a partner to the decision makers and influences the customer.

Supervision received

- Weekly reports
- CRM diligent usage
- Quarterly Performance reviews
- Managed by Key Sales Objectives

Qualifications required

- Master/Bachelor/Dipl.-Ing. Degree in Electronic Engineering.
- Minimum 5 years related experience in the Power Electronics business.
- Fluent in English, knowledge of a second major language is an asset.
- Has worked in an international environment and has the understanding of cultural differences that influence decision making processes.

Offer

- CISSOID offers a challenging job with an attractive salary package.
- CISSOID offers a multicultural work environment. Candidates with multiple competencies liking multi-tasking will find working at CISSOID a very enriching experience.

Location

- This position can be filled remotely from Belgium, Germany or France.

Contact

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