

JOB OFFER

DOXIS Lighting Factory nv designs, manufactures in Belgium, and sells architectural lighting worldwide.

We are currently looking for an **agent** who will in his assigned territory develop and support the market.

The agent will develop a sales network through which the products of DOXIS will be prescribed (architects, light architects, engineering companies,...), offered (whole sellers, installers, building companies,...), shown (showrooms, specialized light shops, exhibitions,...) and promoted (fairs, presentations, showcases,...).

In fulfilling their role, sales agents use their know how of the market and leads from current clients or DOXIS to identify potential customers.

The agent should be able to give specific support to the network; product training, technical support, planning support, aid in selecting the products that meet their preferences and specific needs.

They interact with customers to provide product information as well as resolve issues that may arise on product/service purchase.

The agent will maintain contact with new and existing clients to discuss the capability of the available products in terms of satisfying the needs of the customers.

The agent will develop this network together with DOXIS.

The agent will visit DOXISQ multiple times per year in order to get the necessary trainings on (new) products and technologies.

The agent and DOXIS will discuss regularly the setting of the sales targets.