



We are actually looking for a

**Solution Sales Supply Chain Management**  
**with a focus on Forecasting/Inventory Management/S&OP**

**Optimact: Who we are?**

Optimact has the ambition to help companies improve their inventory management and support their forecasting process. Optimact has the know-how and a lot of experience on inventory management and forecasting and shares those to help companies. This know-how and experience is translated in the Optimact tool where it's offered automatically to the user. Optimact is a cloud based solution.

Our approach is recognizable by our focus on getting measurable results, transferring our knowledge to our clients and coaching them to achieve future success. Working alongside our clients we create practical action plans that enable them to make their vision a reality.

We consider Optimact as a tool to achieve the company objectives : results. Without any action on a number of external factors, like processes and organisation, even the best tool in the world will not deliver results. That's why Optimact has developed a broad toolkit that uses the tool as a mean only to get results.

**Function: What we are looking for?**

As Optimact Solution Sales you'll have the opportunity to use your entrepreneurial spirit and expertise in selling solutions with our technology specialized in supply chain planning, analysis and optimization to accomplish great things! You'll lead sales and marketing efforts. You will perform the necessary tasks to build a sales pipeline and coordinate the appropriate marketing approach for lead generation. You will also have



the opportunity to work directly with our consultants translating feedback from our customer towards our solutions.

**Responsibilities:**

- Develop strong customer relationships and solution/project sales opportunities
- Develop complete proposals that add value to the customer with technology and consulting services.
- Develop Business Partner Network and support Business Partners in developing new business opportunities and proposals. Develop, Manage and Monitor marketing activities
- Work with our solutions team in order to assess and guarantee excellence in delivery, from the proposal and initial engagements.
- Play an important business driving role in a fast growing company with significant career opportunities.
- Great opportunity for personal economical gain in a market that is still to be significantly explored and exploited.
- Continuous challenge to identify and reel in new customers in both technology and consulting services.



***Your Profile: What we expect***

- ) At least 10 years' experience in Solution Sales in supply chain related fields with a specific experience in Forecasting/Inventory Management and S&OP**
- ) We sell solutions(processes, organisation, strategy and support by a tool)**
- ) Knowledge of different industries and experiences with SMB(Small/Medium sized Business) market sector, practices and culture**
- ) Highly motivated and goal oriented person who is creative, reliable and works well under pressure**
- ) A significant rolodex of contacts insuring a quick start**
- ) You are passionate for Supply Chain Excellence.**
- ) You have at least a bachelor degree. Having a CPIM or CSCP-degree is a plus.**
- ) You have good analytical and problem solving skills, you can rely on organizational and people management skills and have project management experience**
- ) You have a good understanding of supporting information technology (ERP, SCM Optimization Software)**
- ) You are no-nonsense, open and direct in communication and willing to travel(mainly Belgium, The Netherlands and North of France (not limited))**
- ) You are fluent in Dutch and English and French. Other languages are a plus**

