

## Orac Decor – Account Manager

### Account Manager

#### Wallonia - Luxembourg

#### With an eye for interior design... or two!

At Orac, we believe every wall is a blank canvas. Where others see a flat surface, we see a world of possibilities. Welcome in the world of Orac. The world of architectural elements, made for walls.

We are a family-owned Belgian company that has been a leader in architectural elements for walls for over 50 years. From our headquarters in Ostend, our innovative products are available across Europe, from Paris to Köln, London, Barcelona, Slovakia, Lecco, and beyond.

Our commitment to sustainability is at the heart of everything we do. We strive to make a positive impact not only today but also for future generations. Sustainability is a core value that guides our choices—choosing the good one for our planet, people, and community.

We believe in a world in which digital technologies and data enhance the customer experience. A solid digital backbone combined with strong local teams is a powerful mix for our growth.

**If any of that make you curious, good – because curious people thrive at Orac.**

**Perhaps you'll be thriving at Orac soon.**

#### And we need you for this...

As the **Account Manager**, you'll be responsible for developing and maintaining strong client relationships, driving sales growth, and representing our brand in the region. You will develop commercial opportunities by acting as an Orac ambassador, bringing our products to life through your passion for design coupled with your storytelling skills and ability to influence product selections.

Your responsibilities?

- Develop and manage relationships with existing and prospective clients, identifying opportunities for growth.
- Identify new business opportunities and expand Orac's market footprint in your region with a strategic focus on strengthening our position in the distribution and prescription market.
- Analyze sales data and market trends to increase business performance.
- Translate strategic sales plans to drive forward existing relationships with key accounts and identify new business opportunities
- Capture all relevant project information on Salesforce.
- Attend and participate in industry events to increase Orac's awareness and cultivate relationships with your accounts.
- Collaborate with internal teams to ensure customer satisfaction.

- Own the day-to-day relationship and be the prime commercial contact with you accounts.
- Contribute to the overall success of the Customer Team Benelux.

#### **What makes you a great fit ..**

- Act and think at a Master's level
- Successful sales track record – ideally 3+years of B2B sales experience.
- Proven track record in creating and executing a clear sales strategy that deliver results.
- Experience selling to the design community is a plus, not a must.
- Solid analytical skills in identifying client needs and aligning them with product offerings.
- Excellent interpersonal skills with the ability to communicate and maintain positive relationships with Orac customers.
- Methodical, ambitious and energetic
- Result oriented with a passion for interior design
- Ability to work independently and in a team environment is essential.
- Native French speaker with proficiency in English and Dutch.

This position will involve frequently travel throughout the sales region in Wallonia and Luxembourg. You will need to work flexibly and be prepared to attend occasioned industry event in your sales area.

#### **And of course, our offer to you...**

- We give personality to walls and opportunities to personalities!
- Remote workplace facilitation. We offer the possibility to use our office at a co-working space in Zaventem. Our aim is to encourage people to work in an inspiring and energizing environment.
- Competitive salary with extra-legal benefits (life insurance, health insurance, meal vouchers, etc, ..) in line with your experience.
- Colleague discount on our products. We know you'll love interior design, that's why you can start using our colleague discount from day one.
- Opportunity to shape the future of interior design in Wallonia and Luxembourg

PASSION, INSPIRATION and LOYALTY are our values. Join a dynamic company with a fun and stable working environment. We would like to welcome you to our ORACIAN family!

#### **What Success Looks Like**

- Within 30 days, Full training into Orac culture and products
- Within 60 days, Autonomous Orac customer visits
- At 90 days, Prioritized account plan to achieve targets

<http://www.oracdecor.com>