



## CAREER OPPORTUNITY

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### **SALES REPRESENTATIVE (M/F/D)**

Founded in 1962 and headquartered in Baar (Switzerland), INTERHOLCO (IHC) supplies responsible wood products to B2B customers in more than 40 countries. Its Congolese subsidiary, IFO (Industrie Forestière de Ouesso), sustainably manages 1.16 million hectares of natural tropical forest, FSC® certified and globally pioneering in certification for ecosystem services. With more than 1,200 employees, IFO transforms wood locally into high value-added products, combining industrial innovation, sustainability, and positive social impact.

#### **YOUR MISSION**

Reporting to the Head of Sales at the IHC Belgium Office, you will be responsible for developing and managing commercial activities within your assigned markets in Southern Belgium and France, strengthening IHC's presence and performance. As a key member of the sales team, you will identify and pursue business opportunities, negotiate contracts, and build strong, long-term relationships with clients and partners — all in line with IHC's values and strategic objectives.

#### **YOUR RESPONSIBILITIES**

- You will manage and expand customer portfolios within defined market regions.
- You will achieve annual sales and profitability targets.
- You will negotiate and conclude sales contracts for logs, lumber, and value-added products.
- You will monitor deliveries, payments, and claims in close coordination with the back office.
- You will prepare offers, pricing, and margin calculations using IHC tools and systems.
- You will conduct regular market analyses and reporting, including competitor activity, pricing, and market trends.
- You will participate in trade fairs, customer visits, and networking events (international travel required).
- You will propose new market opportunities, products, or strategies to management.
- You will collaborate with internal teams (logistics, finance, production) to ensure customer satisfaction and efficient order execution.
- You will represent IHC in a professional and value-driven manner, strengthening the company's reputation in international markets.



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### YOUR SKILLS AND QUALIFICATIONS

- Degree in Business, International Trade, or equivalent experience.
- Minimum 3 years of successful B2B sales experience, ideally in the wood sector.
- Proven negotiation and communication skills.
- Excellent language skills in French and English; Dutch and/or German are a strong asset.
- Solid knowledge of MS Office (Word, Excel, Outlook).
- Entrepreneurial mindset, integrity, and resilience.
- Willingness to travel.

### CONDITIONS

- **Type of contract:** Permanent.
- **Remuneration:** According to internal scale and experience.
- **Location:** The position is based in Belgium. You will work on a flexible schedule, combining office presence (every two weeks) with regular customer visits.
- **Other:** Company car, mobile phone, and IT tools.

### Interested?

Please send your resume and cover letter to [HR@interholco.com](mailto:HR@interholco.com)

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\*The requirements and responsibilities contained in this job description are not exhaustive and do not constitute an employment contract. They may be modified if necessary by the direct supervisor during the period of employment.