

# Sales Executive (M/F)

*Essensium (an IMEC spin-off) has developed an **innovative Indoor Positioning System** (PDS or Position Determination System) for use in Warehousing. Based on accurate tracking of positions of assets, people and machines we have built system applications like Collision Warning Systems. We have successfully implemented the system at a number of customers in Belgium ( +30.000m<sup>2</sup> warehouses with large Material Handling Equipment fleets and/or a large number of employees).*

*Our customer base includes large multinationals like L'Oréal, Cummins, Continental and Komatsu.*

*In order to further the commercial development of Essensium we are looking for an enthusiastic Sales Executive.*

## Role & Responsibilities

- You are responsible for the commercial roll-out of our proven technology and solution in Europe
- Focus on our applications in Warehousing & Logistics
- Scale up and sell our bespoke system to a broader audience
- Geographical focus on Western Europe

## Profile

- +/- 10 years of experience in logistic projects (warehouse automation, Security, optimization, operations,..) as operational manager, project manager or logistic solutions provider
- Extensive contacts in logistics environment
- Willing to travel in Western Europe
- Experience/understanding of warehouse logistics and processes
- Able to communicate in English and Dutch. Knowledge of French and/or German is an asset
- Willing to join us in this European development with enthusiasm

*This position will be based at Essensium (Gaston Geenslaan 9 in 3001 Leuven, Belgium) and will report to the CEO. We offer a challenging & exciting work environment in a small team (30 people).*

## Interested?

Send your Résumé to Ann Van Obbergen  
ann.van-obbergen@essensium.com