

Built on strong technological expertise, WAGO BeLux is part of the international WAGO Group, a recognised reference player in electrical connection technology and automation solutions. The company supports professionals in the building technologies and energy sectors with innovative, sustainable and future-oriented solutions. Combining the agility of an SME with the strength of an international group, WAGO BeLux offers a dynamic working environment where team spirit, service quality and innovation are core values.

For more information, please visit their website:
<https://www.wago.com/be-fr/>

To support the continued growth of WAGO BeLux, we are currently looking for a: Key Account Manager – Wholesalers (Belgium & Luxembourg)

Key Account Manager - Wholesalers (M/F/X)

RESPONSIBILITIES

After a comprehensive onboarding and training period, you will take on a **key role in the commercial development** of WAGO BeLux with electrical equipment wholesalers. Acting as the main point of contact for strategic partners, you will actively contribute to **sales growth** and to strengthening the **market positioning of WAGO solutions** across the BeLux region.

Your main responsibilities are:

- **Managing and further developing** a portfolio of **key accounts** within the electrical wholesale sector
- **Analysing commercial, technical and logistical market needs** in the electrotechnical industry
- **Implementing targeted sales actions** in close collaboration with wholesale partners
- **Coordinating** with the **German headquarters** regarding **product management** and **product development**
- **Working closely** with internal teams such as Marketing, Product Management and the BeLux Sales Manager
- **Increasing the visibility and market presence** of WAGO solutions among wholesalers
- **Representing** the company at **trade fairs** and presenting **new and innovative products**
- Actively contributing to the **definition and optimisation of the indirect sales strategy**.

PROFILE

- You hold a **higher education degree in electrotechnics** or have equivalent relevant experience.
- You can demonstrate **successful experience in B2B sales**, preferably in a technical environment.
- You have **strong communication skills** and a pronounced **commercial mindset**.
- You enjoy working in a **team-oriented environment** and show a genuine willingness to learn.
- You are fluent in **French** and **Dutch**, with a good command of **English**.
- You are motivated by a **field-based role** combining autonomy, **business development** and **strategic involvement**.

OFFER

- A **key position** within an innovative company renowned for its technological expertise and high-quality solutions
- The dynamics of a **human-sized organisation**, combined with the stability and career opportunities of an international group
- A **modern and stimulating working environment** that encourages collaboration, autonomy and initiative
- A **tailor-made training programme**, including technical, commercial and language training
- **Real career development opportunities** in the medium and long term
- An **attractive remuneration package**, aligned with your experience, including:
 - a competitive fixed salary,
 - a company car,
 - various fringe benefits (insurances, meal vouchers, cafeteria plan, etc.),
 - and a healthy **work-life balance**, including the possibility of remote work.

INTERESTED ?

Please send your CV together with an adapted cover letter to recruitment@pahrtners.be.

YOUR APPLICATION AND
RELATED INFORMATION WILL REMAIN STRICTLY
CONFIDENTIAL.

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