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## Marketing Manager – Smart Building

### Description

For one of its clients – a leading international manufacturer of electrical devices and provider of related services – Artemys is looking for a **Smart Building Technology Marketing Manager**, who will be responsible for the development and growth of a partner network of installers and integrators of the company's BMS products and technology in Belgium and the Netherlands.

**Location:** Belgium

### Responsibilities

As a **Smart Building Technology Marketing Manager**, you will be part of a thriving **Smart Building** department that needs a reliable network of partners – installers and integrators of the company's products and solutions in the field of integrated building management systems, eco-building, and IoT technology. Your primary responsibility in that role will be to manage such a network in the BeNe cluster in order to assist them in achieving steady growth and development.

### Key roles and responsibilities:

- Build up and manage a pool of partners – certified installers and integrators of digital building and IoT products and applications – from Belgium and the Netherlands
- Gain a full understanding of the external Digital Building context and determine a long-term business strategy for your Partner Network in the BeNe cluster
- Define the marketing strategy for your Partner Network and an appropriate Marketing Action Plan; monitor the execution of the Plan in cooperation with sales and marketing teams; analyse the Network's economic results compared to the situation on the market and competitors; provide every support and take all necessary actions to increase their performance
- Cooperate closely with Marketing Organizations in Belgium, the Netherlands, and the Digital Building Europe Organization
- Work together with all relevant stakeholders, both internal and external, towards achieving sales and growth targets and objectives
- Provide technical support and assistance to your partners, including know-how, documentation, and marketing tools
- Participate in marketing, sales, and promotion activities, including organizing and/or delivering occasional partner/stakeholder training sessions

### Qualifications

#### Technical skills and experience:

- A relevant degree in industrial electromechanics or in business/marketing
- Fluency in Dutch and English; a good working knowledge of French is welcome
- Experience in B2B marketing role is an asset
- Experience in the Smart Building sector and building automation is considered a plus
- Proficiency in Microsoft Office suite + building technology
- Ability to understand various aspects of the business context, as well as to

### Employment Type

Full-time

### Duration of employment

Undetermined

### Industry

Energy and automation

### Job Location

Belgium

### Date posted

12 June 2022

### Valid through

06.10.2022

develop a deep and analytical understanding of clients' business

**Other competencies and qualities:**

- Strong communication skills – over the phone/in person/in writing – with both internal and external parties
- Ability to work independently and as part of a team
- Willingness to travel to the Netherlands from time to time (about twice a month)
- Proactive, responsible, and open-minded personality
- Entrepreneurial spirit, flexibility, and a positive attitude
- Intense focus on your personal and professional development – willingness to be trained on a continuing basis and to evolve within an inspiring and engaging work environment

**Job Benefits**

- A full-time employment contract
- A full and competitive compensation package with a wide range of advantages: attractive fixed salary, annual bonus, group and hospitalisation insurances, company car, monthly fixed expenses, meal vouchers...
- Flexible home working option
- Continuous technical help and support from your colleagues, technical specialists
- Continuous learning and development opportunities (access to internal L&D programmes, learning on the spot, training sessions) and access to the internal mobility program