

Peleman Industries – Field Sales Executive

Your role

At Peleman, we believe that every message deserves to stand out. As a marketing-driven organization, we help brands elevate their content with premium printed presentation solutions that make an impact. Visually, tactilely, and emotionally.

You're not someone who waits for the phone to ring. You go out, find the opportunity and close it. At Peleman, we make premium printed presentation solutions that help brands stand out — physically, visually and memorably. We believe that when communication really matters, you make it tangible.

To grow our UK market, we're looking for a Field Sales Executive who owns their territory and drives results from the ground up.

What you'll actually be doing

You're out in the field, meeting clients, opening doors and building a pipeline that delivers. Half your time you're hunting for new business, the other half you're growing the accounts you've already won.

- Get out in front of B2B clients across the UK and drive face-to-face commercial conversations
- Prospect actively and open new business in target segments
- Manage and grow a portfolio of key accounts
- Spot upsell and cross-sell opportunities and act on them
- Lead negotiations and close deals
- Build account plans that turn relationships into revenue
- Keep your CRM sharp and your forecasting tight

At Peleman, we believe that growth starts with people. Not just any people, but the right people in the right place.

A brand is defined by the customer's experience.

The experience is delivered by the employees

Who you are

You don't need hand-holding. You know how to prioritise, you move fast and you close.

- Proven track record in B2B field sales with real revenue responsibility
- Comfortable in front of decision makers: you challenge, you listen, you steer
- You hunt for new business and you know how to keep clients coming back
- Strong negotiation skills and commercial instinct
- Organised, CRM-driven and accountable for your own numbers
- Affinity with premium products, branding or presentation solutions is a plus

When work and passion come together, wonderful things happen.

Happiness at work.

With us, it's not just about attracting the best talent, but also about creating a pleasant atmosphere in the workplace. Personal attention and employee satisfaction are highly valued at Peleman, and you can feel that in everything we do. So if you want to work in a company where attention to the individual and a positive atmosphere are central, this is the ideal opportunity for you.

What we offer

What's in it for you?

- A field-based commercial role with real ownership and impact
- Represent a strong, premium brand with a genuine story to tell
- Work closely with marketing and support teams who have your back
- Room to shape your role and grow with the business
- Competitive salary package aligned with your experience

One Team, One Goal.

Interested?

Do you get energy from international growth, strong partnerships and tangible solutions?

Do you feel addressed by this role and our values?

Then we would love to hear from you.

Convince us that this is your next step.

<https://peleman.com/nl/>