



Boplan United Kingdom – Sales Account Manager (South West)

External Sales Account Manager (South West England)

Our company

Boplan® is a Belgian company that has been developing and producing innovative, sustainable safety solutions for industrial environments and sports events for more than 25 years. Boplan operates in more than 80 countries to protect people, vehicles, buildings and infrastructure worldwide, in industries such as logistics, manufacturing, (petro)chemicals, cold storage and airports.

Our mission is to create the safest industrial workplaces in the world.

With 280 employees, 10 sales offices in Europe, North America and Japan, and a network of 50 distributors, Boplan offers complete safety solutions that meet the strictest international standards. Our products and technologies are recognised worldwide as the benchmark for industrial safety.

Boplan fosters a young and dynamic culture in which a no-nonsense attitude goes hand in hand with enthusiasm and a drive for innovation.

As a talented and pro-active sales person, you are a major part of our strong front team, which is the first to enter the field. Through your lived passion and convincing communication, you ensure that others join in our story and become enthusiastic ambassadors for the long term. You create new routes and maintain the existing ones. Your fieldwork generates numerous opportunities on various fronts, contributing to the growth of the organisation and the team. You make the touchdown where others can't get through the defence.

Key Responsibilities

- Managing and expanding existing customer relationships by visiting prospects and (active) customers, based upon your own targeted prospecting or based upon lead generation by Commercial Inside Sales colleagues or others;
- Looking for opportunities, in close collaboration with customers;
- Negotiating on behalf of the employer and closing business on behalf of and in the name of the employer;
- Promotion of the Boplan concept, brand and range in industry, design offices, architects,...;
- Planning, drafting and follow-up of projects;
- Communication and coordination with the safety advisers, environmental advisers and maintenance managers;
- Connecting the customer and the internal organization and coordinating the cooperation between all parties involved;
- Calculating, following up and finalizing correct and uniform quotations, in consultation with the sales manager and those responsible / involved in adjacent departments (e.g. Service - Logistics);

- Assistance with delivery / installation of the materials;
- Participation in and active promotion on trade fairs;
- Correct and complete registration of prospect and customer data in the appropriate tools (CRM / ERP);
- Attending and contributing to internal sales meetings;
- Transparent and clear reporting on current projects;
- Correct professional administration in the above matters;
- Duties and responsibilities related to the position and/or professional skills of the position.

Your profile

You have:

- A Bachelor's or Master's degree in Business Administration, Commerce, or a related field (or equivalent experience).
- Proven experience in B2B industrial sales, ideally combining field account management with strategic customer development.
- A successful track record in organizations that apply product leadership as a strategy, focusing on innovation and product development.
- Experience working in fast-growing and rapidly changing environments, demonstrating adaptability and resilience.
- Strong technical-commercial insight with the ability to translate customer needs into practical and effective solutions.
- Excellent communication and negotiation skills — persuasive, professional, and customer-focused.
- Proficiency in CRM systems (preferably Navision), ERP systems, and MS Office tools.
- A proactive, entrepreneurial mindset with a passion for sales and safety.
- Highly organized with a results-driven and structured approach and a strong sense of ownership.
- Flexible and hands-on, thriving in a dynamic, customer-oriented environment. Willingness to travel regularly within your region and attend trade shows or customer events.
- Fluent in English.
- Alignment with Boplan's DNA, embracing our core values: Passion, Positivity, Agility, Connection, and Trustworthiness.

Why join us?

- Further develop yourself in an innovative and dynamic company that is growing rapidly.
- A challenging and varied job where personal initiative is highly valued.
- An inspiring career in a strongly collegial team atmosphere where open communication is key.
- A modern working environment with easy accessibility.
- And of course, an attractive salary with additional benefits such as
 - company car
 - 25 Days + 8 Statutory (Typically 5 Days allocated to Christmas from the 25 Days)
 - pension - Basic NEST Scheme (Auto enrolment)
 - incentive Scheme Market competitive

- mobile phone
- laptop