



TÜV AUSTRIA BELGIUM NV – Sales Representative Sustainability

What will you do?

As a Sales Representative Sustainability, you will be responsible for advising companies on ESG implementations and expanding our client portfolio. You will help businesses shape their sustainability strategies through our services, including consultancy, audits, certifications, and training. You will utilize our CRM system for lead generation and customer management.

Your Responsibilities

- Actively approach potential clients across various industries, with a focus on sustainable solutions.
- Advise clients on TÜV AUSTRIA's services, including certifications, audits, and solutions for energy management and environmental impact.
- Generate leads through market research and identifying new business opportunities.
- Prepare and present proposals aligned with the client's sustainability goals.
- Collaborate closely with our internal team to tailor technical solutions to client needs.
- Manage customer data and interactions in our CRM system.
- Participate in conferences, networking events, and sustainability and ESG trade fairs.

Who are you?

- At least 3 years of experience in a commercial role within sustainability or ESG.
- Experience with CRM systems and lead generation.
- Affinity with ESG compliance, environmental management, and sustainable business practices.
- Excellent communication skills and a customer-oriented approach.
- Strong commercial drive and results-oriented mindset.
- Proactive, independent, and a team player.
- Proficiency in Dutch and English, both spoken and written.

Why join us?

- **At the forefront of innovation:** we have developed our own innovation platform, Innovativ, where you can submit ideas, participate in challenges and collaborate with colleagues from over the globe to drive continuous improvements. Intrapreneurship is highly encouraged!

- **Think global, act local:** we combine global expertise with local insights to deliver solutions that are both innovative and relevant. You will be part of a global network, yet your work will directly impact the local communities and industries we serve.
- **Sustainability is deeply rooted in every aspect of our company:** Your work will help companies reduce their ecological footprint and comply with important environmental standards and regulations.
- **Our people, our most valued resource:** as a people business, our success is built on the skills, dedication and innovation of our colleagues. We invest in our team because we understand that they are our greatest assets. Your growth, safety and wellbeing are our priority.

<https://be.tuvaustria.com/>