Job offer

**Ref. 2026A000261**

ERTP IS RECRUITING FOR ONE OF ITS CLIENTS

# Sales Director - Data & AI

| LOCATION | CONTRACT | EXPERIENCE | LANGUAGES |
|---|---|---|---|
| **Brussels, Leuven, Ghent** | **Full-time** | **7 to 10 years minimum** | **English and Dutch, French an asset** |

## The Job

You've built strong relationships across data and AI. Ready to put your network, commercial experience and leadership skills to work as our Sales Director? With us, you'll shape commercial strategy while actively opening doors, building partnerships and closing deals. Working with our technical specialists, you'll turn client challenges into valuable solutions and grow key accounts.

You'll also lead and coach our sales team and steer marketing initiatives, directly influencing our next stage of growth.

## Your Responsibilities

### Team leadership

- ✓ Lead, coach and manage a team of sales professionals, setting clear targets and supporting their growth and performance.

### Business development

- ✓ Generate new leads and business opportunities by leveraging your extensive network.
- ✓ Develop and execute market strategies to drive business growth in data and AI.
- ✓ Manage complex sales cycles and high-value negotiations.

### Marketing & visibility

- ✓ Drive marketing and visibility efforts, steering our marketing officer and shaping the local communication plan.
- ✓ Represent the company at industry events, conferences, and networking opportunities.

### Client solutions

- ✓ Co-develop client proposals together with our solutions team, aligning sales strategies with our technical capabilities.

### Partnerships & go-to-market

- ✓ Co-develop our partnerships and go-to-market approach together with our Partnerships Lead.

### Account management

- ✓ Proactively manage key client accounts and nurture relationships with key stakeholders and decision-makers.

## What we're looking for

- Proven track record in business development within the data and AI industry.
- Extensive professional network in the data & AI ecosystem, with strong connections in key industries.
- Functional knowledge about the data & AI domain, enabling you to handle first client content-discussions independently.
- Minimum 7-10 years of experience in business development, sales, or consulting in a related field.
- Proven experience in people management, ideally leading a sales team.
- Strong strategic thinking and the ability to identify long-term growth opportunities.
- Excellent communication, negotiation, and stakeholder management skills.
- Ability to work independently while contributing to a collaborative team environment.
- You are fluent in English and Dutch. French is a valuable asset.

## What you can expect

You can expect a collaborative environment where critical thinking, creativity and a passion for data and AI shape how we work. You'll have room to influence our commercial direction, develop your team and deepen your own expertise.

We value diversity, respect and open dialogue, with colleagues who share their knowledge and welcome fresh perspectives.

## The Offer

- An attractive salary with extralegal benefits, including:
- Mobility budget or a company car with fuel/charging card
- Hospitalization and group insurance
- High-end laptop
- Smartphone with subscription
- Substantial amount of holidays
- Meal vouchers
- Several offices in Belgium, with a co-working space available for brainstorming sessions or team events.

## How to apply?

1. Create your candidate account on **app.ertp.be**
2. Search for reference **2026A000261**
3. Send your application directly on ERTP

Scan to open the offer

ERTP publishes this offer on behalf of one of its clients. Direct link: https://app.ertp.be/marketplace/jobs?ref=2026A000261