

# Business Development Manager

DACH Region



The Mountville Group is growing rapidly and has an ambitious growth plan to expand our business throughout Europe.



Ronse, Belgium



Full time job



Bachelor's degree preferred



mammatting.eu



# What we are looking for



M+A Matting is a global leader in **innovative and high-quality floor mat solutions**. We are passionate about creating products that enhance safety, cleanliness, and comfort across industries. As part of our dynamic team, you'll have the opportunity to shape the future of our presence in the DACH market, enjoy a supportive company culture, and contribute to a brand known for excellence.

As a **Business Development Manager for M+A Matting**, you will be responsible for driving sales growth, developing new business opportunities, and managing key accounts **across the German-speaking market** (DACH region: Germany, Austria, and Switzerland).

You will play a pivotal role in expanding the company's footprint, strengthening relationships with distributors in various markets: Office, Residential, Cleaning, Industrial, Online Resellers. You will ensure that M+A Matting continues to lead as an **innovator in the floor matting industry**.

## KEY RESPONSIBILITIES

### 1. Business Development:

- Identify and pursue new business opportunities within the DACH region.
- Develop and execute strategic plans to penetrate new markets and expand the customer base.
- Build and maintain relationships with distributors and resellers to promote M+A Matting's products.

### 2. Account Management:

- Serve as the primary point of contact for accounts in the region.
- Monitor client satisfaction and ensure timely resolution of customer issues.
- Develop tailored solutions and proposals to meet specific customer needs.

### 3. Sales and Revenue Growth:

- Meet and exceed quarterly and annual sales targets
- Drive revenue growth through upselling, cross-selling, and targeted campaigns
- Analyze market trends and competitor activities to identify growth opportunities



## SKILLS & EXPERIENCE

- Bachelor's degree in Business, Marketing, or a related field.
- At least 5 years of experience in B2B sales, business development, or account management, preferably in the flooring, industrial, or manufacturing sectors.
- Fluent in German and English (written and spoken); additional languages in the region are a plus.
- Strong understanding of the DACH market and cultural nuances.
- Proven ability to develop and maintain client relationships.
- Excellent negotiation and presentation skills.
- Analytical mindset with the ability to use data to drive decision-making.

## OTHER QUALIFICATIONS

- Belgium based
- Willingness to travel extensively within the DACH region.
- Proficient in Microsoft Office Suite and CRM tools.
- Self-motivated, goal-oriented, and capable of working independently.



## WHAT WE OFFER

The Mountville Group offers you an attractive career path in a fast growing and dynamic global organization. The company is family-owned with a long-term vision for business development. The matting industry is a fast growing business with significant opportunities.

- The high-quality training programs in various domains ensure that you can acquire additional technical and personal skills.
- A varied job within a young and dynamic team and enjoyable working atmosphere.
- Our small structure enables you to feel part of the company and responsible for its success.
- All the advantages of a flat organizational structure with strong financial support from head office in the US, without the layers of bureaucracy of larger corporations.



Meal vouchers



Extensive training opportunities



Company car



13<sup>th</sup> month



Remote work possible



20 vacation days + 10 additional days off



Up to +2 seniority days in your career



International group



Company laptop



Company cell phone and subscription



# About us



Mountville

**Mountville is the world's largest manufacturer of rubber-backed floor mats for the textile rental industry.**

Headquartered in Lagrange, Georgia, in the United States, The Company's European manufacturing and distribution headquarters are located in Ronse, Belgium. We are a family-owned business committed to superior customer service and manufacturing systems. For more than 50 years, our company has led the industry in new product developments and innovations.

Our mission is to make every floor safer, cleaner and more comfortable. Our values of doing the right thing, doing what is best for the customer and driving improvements and innovations have brought us at the forefront of our industry.

## MANUFACTURING LOCATIONS

Ronse (BE)

Fleurus (BE)

Caerphilly, Wales (UK)

Milton Keynes (UK)

LaGrange, GA (USA)

Dalton, GA (USA)

Manchester (UK)

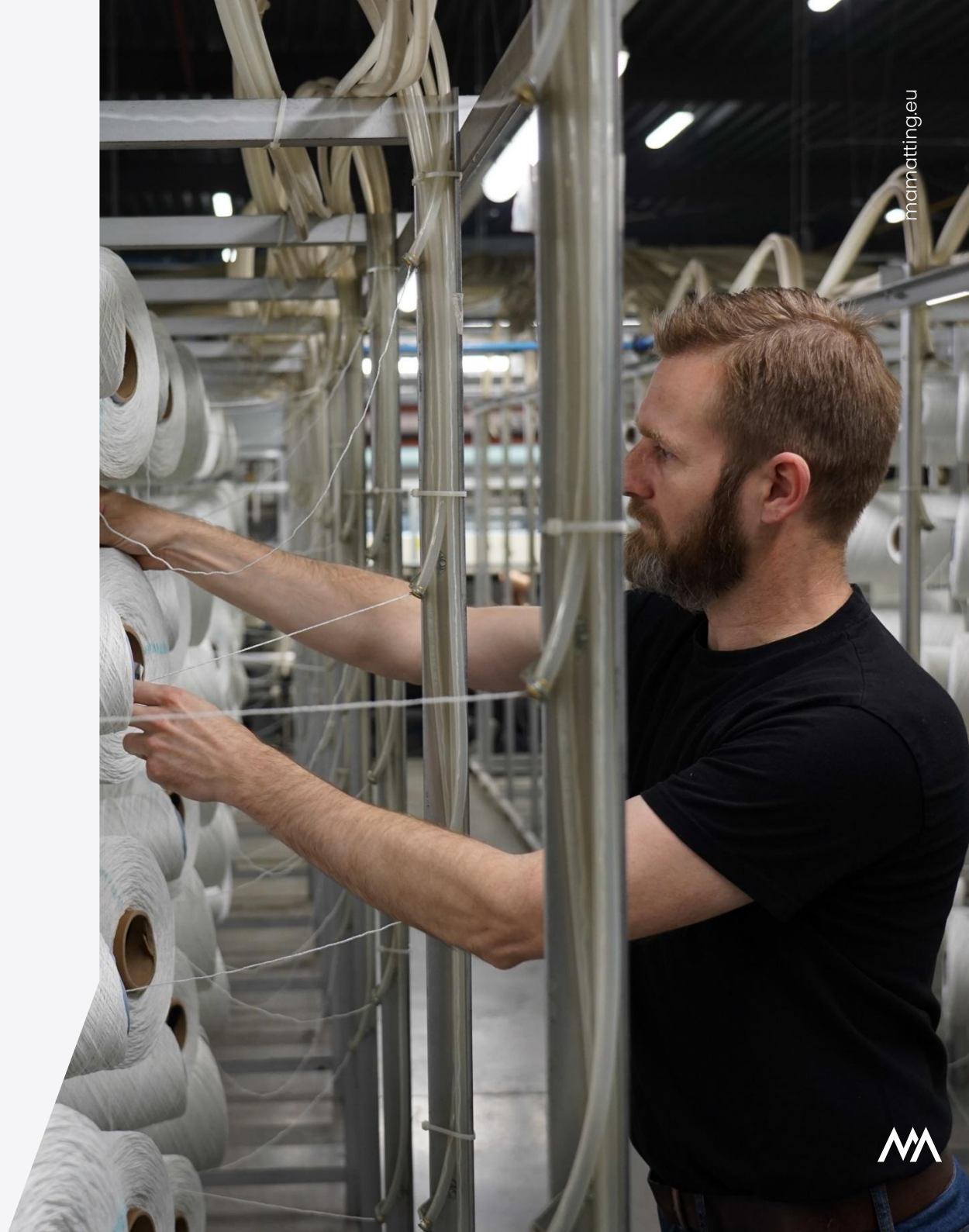
## WEBSITES

[www.mamattening.eu](http://www.mamattening.eu)

[www.purplemustard.com](http://www.purplemustard.com)

[matterly.eu](http://matterly.eu)

[Waterhog.eu](http://Waterhog.eu)







There are three principles  
that guide us daily through  
our decisions and for every  
mat that we produce:

**DO THE RIGHT THING.  
DO WHAT IS BEST FOR THE CUSTOMER.  
DRIVE IMPROVEMENTS AND  
INNOVATION.**

# ➔ Join us!

**Join the dynamic team at M+A Matting and play a pivotal role in revolutionizing the matting industry.**

**We offer a stimulating work environment, opportunities for growth, and the chance to make a meaningful impact.**



Questions about this job opening or want to apply? Contact Nathan.

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