



OIP  
Sensor Systems



OIP  
Land Systems



OIP  
Space Instruments

# OIP International Sales Manager (Defence)

## Your Role

As an International Sales Manager, you will be part of our dynamic Sales team, managing and expanding OIP's international customer base. You will identify new business opportunities, build strong client relationships, and translate customer needs into tailored solutions from our cutting-edge product portfolio. You'll work closely with internal teams to deliver winning proposals and ensure customer satisfaction throughout the sales cycle.

Your responsibilities include:

- Managing international clients directly or via a network of representatives
- Identifying new customers and business domains
- Following up on existing accounts and nurturing long-term partnerships
- Aligning customer needs with OIP's technological capabilities
- Collaborating with internal sales administration, product management, and engineering teams
- Monitoring market trends and contributing to strategic sales initiatives

## Your Profile

- Bachelor's or Master's degree
- Experience in Sales and Business Development, preferably in the Defence sector
- Familiarity with governmental acquisition processes and large-scale program sales
- Strong affinity with technology and OIP's product portfolio
- Fluent in English (spoken and written); knowledge of German, Dutch, French or Spanish is a strong asset
- Excellent interpersonal and communication skills
- Autonomous, proactive, and willing to travel internationally

## What We Offer

A competitive salary package, including:

- Company car
- Group & hospitalization insurance
- Meal vouchers
- Flexible working hours & 30 holidays
- Possibility for occasional telework
- Extensive learning and development opportunities

An inspiring, high-tech work environment:

- Contribute to the development of advanced defence technologies
- Be part of a passionate and agile team
- Key role in a fast-growing company with SME roots and over 100 years of experience
- Operate in a dynamic international business landscape

Ready to make an impact in the global defence industry? Apply today and join our mission-driven team!

<https://www.oip.be>