



Domvision - Plus Development Group - SAOTA - Woods + Dangaran

Regional Sales Manager Florida, U.S.

Basalte creates design for the intelligent home. User-friendly technology in combination with a high-quality design were the founding principles and these remain the core values that guide the company. It all started with an innovative design keypad and has now grown into so much more. Exclusive speakers, subtle motion detectors, matching outlet covers and much more to come.

At the slightest touch of your keypad, you activate the right atmosphere in your home. Your favorite music fills the room, the mood lighting comes on and a pleasant temperature is set. The ultimate home feeling. Everything can be set and adjusted remotely. The integration of all these functions in an intelligent and user-friendly interface is Basalte. A total solution for more comfort in the intelligent home.

**When your values are clear to you,
making decisions becomes easier**

Roy E. Disney

Unique products

In the past, products within the home automation sector were usually very technical and not aesthetically pleasing. This should be different, according to the founders and current owners of Basalte. By developing simple, but very well thought-out products with a timeless design, they broke the tradition. It is your honor to further develop this high-end design technology in the American market.

In this role you have the opportunity...

...to use your knowledge and experience to help high-end custom home installers and influencers create design for the intelligent home. You ensure that Basalte continues to grow within the luxury residential market in your region. Your enthusiastic mindset convinces installers and influencers of the added value that our high-quality design solutions offer.

**Ready to be part of
our team?**

Send your CV and
motivation letter to
hr@basalte.be and join us!

Installers, architects and end customers

The Basalte range is aimed at the top segment of the residential market. Basalte products can therefore be found worldwide in the most exclusive villas, yachts, condominiums and single-family homes.

Usually there is a long period of time between the conception of a project and the final placement of the products. Good influence and follow-up are key! Your focus is mainly on installers who are active in this high-end segment. These are usually smaller, professional custom home installers. Your first role is to make them enthusiastic about everything Basalte has to offer! You then lead them to increase Basalte solution adoption. You do this by understanding their business, giving demos, inviting them to relevant showrooms and becoming a partner of theirs to co-develop their project pipeline.

You will also visit interior designers who work with the installers, as well as architects and, to a lesser extent, the end customer or representative of the end customer. In this way you ensure that the Basalte products are increasingly prescribed.

Local ambassador

You work an average of one day a week from your home office. The other four days you are with your customers and projects. You love this autonomy. You work independently in your region, but there is a lot of contact with colleagues in the US and Belgium. You are not alone. You are the eyes and ears of Basalte in your region. You report to the head of the US business. In addition, you come to Belgium from time to time for a showroom visit with customers, events or other occasions.

What are we looking for?

- 3 years (min) experience with home automation, smart homes or adjacent markets (e.g. Audio, Video, or Lighting), preferably in the residential space.
- 5 years (min) sales experience with a demonstrated track record of exceeding expectations, working independently and building the business.
- Impeccable and sincere communicator, both verbally and written.
- Affinity with technology and design.
- You are stress resistant and thrive with achievement.
- Living in Florida, ideally on the eastern seaboard around Fort Lauderdale.

Our offer...

- Working for a beautiful business.
- Lots of room for your own initiative.
- High-end design products.
- Focus on sustainability and R&D.
- Luxury projects in the higher segment.
- Full responsibility for your own region.
- Basalte products in your own home, as appropriate.
- Competitive compensation and benefits package.
- **Because we believe you can make a difference.**

We can't wait to welcome you in our team!

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