

# Recruiting in **Sales**

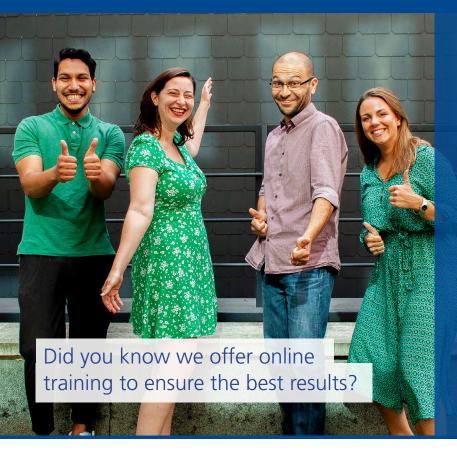
14 applications on average per Sales job



Jobs in the **Sales & Purchasing** category are **viewed 306 times** on average

**20%** of the visitors on StepStone are Sales profiles

**16.576** Sales jobs were posted on StepStone.be in 2017



As representatives of our innovative brand & strategy your Success Consultant and dedicated Account Manager will help you in every step of your recruitment campaign.

On top of the personal support you will find the latest trends in recruiting and useful advice for your recruitment campaigns on <a href="https://www.stepstone.be/recruiters">www.stepstone.be/recruiters</a>.

Your StepStone team



# Recruiting in **Sales**

#### More visibility for your Sales jobs

We do everything we can to bring Sales talents to your jobs. This is why we are collaborating with generic and specialized websites.



#### Sales Job titles searched by candidates vs used by recruiters

Used by FR candidates	Used by FR recruiters
Vendeur/vendeuse	Vendeur (H/F)
Account manager	Collaborateur commercial
Commercial	Commerciaux terrains
Sales manager	Délégués commerciaux (h/f)
Employé/e administratif/ve	Account Manager
Délégué Commercial	Assistant Commercial

Used by NL candidates	Used by NL recruiters
Vertegenwoordiger	Account Manager
Administratie bediende	Verkoopmedewerker
Account manager	Winkelbediende
Sales manager	Vertegenwoordiger
Verkoopster	Sales Manager

### **Tips for recruiting Sales profiles**

- Sales is a broad term so you should **specify the function**: are you looking for an Inside Sales or an Account Manager? What's your product and do they need technical skills?
- Mention the **remuneration model** in your ad as this is particularly interesting for these profiles.
- For the copywriting of your job ad, opt for a **short text** and avoid your **internal jargon**.
- 4 You want to boost the results of your Sales job? Our **Facebook Ad** is an efficient product to attract these specific profiles.
- 5 When recruting an Inside Sales organize one phone interview to check the tone of voice.



# Recruiting in **Marketing**



Jobs in the **Marketing** category are **viewed**388 times on average

**6%** of the visitors on StepStone are Marketing profiles

**4.667** Marketing jobs were posted on StepStone.be in 2017

### The leading job site connecting you with top talent!

- ✓ More visibility via our network of +100 partners
- ✓ Highest number of job alerts subscribers on the market
- Job Agent subscribers 447.078

That's 10% of the working population in Belgium!



# Recruiting in **Marketing**

## More visibility for your Marketing jobs

We do everything we can to bring Marketing talents to your jobs. This is why we are collaborating with generic and specialized websites.



### Job titles searched by candidates vs used by recruiters

Used by candidates	Used by recruiters
Event Assistant	Marketing Manager
Communication Expert	Product Manager
Copywriter	Digital Communication Specialist
Marketing Manager	Project Coordinator
Project Manager	Brand Manager

### Are you ready to boost your recruitments?



Talk to us: hello@stepstone.be Tel: +32 (0)2 209 97 77

