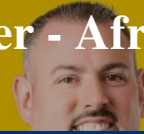




TCR Group – Remarketing Sales Manager - Africa



Commercial Associate

The Opportunity

This is an exciting time for our company! As we expand from a European leader in airport equipment solutions to a global powerhouse, we are looking for a motivated and experienced Remarketing Sales Manager to develop the African region.

You will play a key role in unlocking a new growth area for TCR, with the potential to generate over EUR 2 million in annual recurring sales. This is a high-impact role for someone with a hunter mentality, ready to shape and grow a new market.

A snapshot of what you will be doing here:

Business development & sales

- Proactively develop and manage new and existing customer relationships across the African continent
- Identify and pursue opportunities to sell second-hand GSE (Ground Support Equipment) assets
- Create and manage a consistent sales pipeline with a goal of EUR 2+ million in yearly recurring sales

Networking & relationship building

- Build a strong network across relevant industry stakeholders
- Represent TCR at trade shows, client meetings, and industry events
- Collaborate with internal teams, including the ECO centres, logistics, and operations

Sales strategy & execution

- Drive the go-to-market strategy for remarketing GSE in Africa
- Analyse market dynamics, competition, and pricing to support sales initiatives
- Deliver sales reports and insights to management

Internal collaboration

- Work closely with the ECO Centre teams to ensure product readiness and availability
- Collaborate with the global remarketing team and attend weekly team meetings
- Contribute to strategic initiatives and TCR's broader international footprint expansion

We are looking for an individual who:

- Has previous sales experience with Ground Support Equipment in Africa
- Comes from a GSE OEM background or has relevant sector knowledge (automotive, heavy industrial equipment)
- Possesses strong negotiation and deal-closing skills

- Is a confident, extroverted self-starter with a hunter mindset
- Is experienced in cross-cultural environments and customer interaction
- Is fluent in English; additional African languages are a plus
- Is available to travel up to 50% of the time and able to work remotely the remainder of the time

♥ **We think you will love working with us:**

At TCR Group, we foster a vibrant and collaborative work culture that values each team member's contributions and reflects our company values: integrity, open-mindedness, accountability, and passion.

You'll have the opportunity to drive change and contribute to our mission of sustainability in aviation. We are committed to creating an inclusive environment where everyone can thrive.

Our company

At TCR Group, we are pioneers in Ground Support Equipment (GSE) solutions for the aviation industry. We provide rental, leasing, and maintenance services, ensuring reliability at over 200 airports worldwide. With our headquarters near Brussels and a team of 1,800 employees, we are a trusted global partner, delivering operational excellence and innovation.

Do you think we could be a match? We look forward to meeting you.

Are you a passionate sales expert with proven experience in Africa? Do you love building something from the ground up? If so, we can't wait to hear from you!

Please note: We kindly request that agencies and recruiters refrain from contacting us regarding this job posting.