



International Sales Representative Full-time

About GDM Sports

GDM Sports BV is a dynamic and growing company active in the billiard industry. We are part of the Chinese group XNMT, an international organization with offices, warehouses and factories in Asia, the United States and Europe. Our company produces, develops and distribute high-quality billiard balls, tables and accessories under renowned brands such as Dynaspheres, Gabriels, Molinari, GoCloth, HR Chalk and Vector.

With deep roots in the sport and growing international presence, we are expanding our sales team to strengthen our footprint across Europe and beyond. Join us and be part of a young, passionate and energetic team that's on a mission to grow the game.

Role Overview

As an International Sales Representative, you will play a key role in expanding our presence in European markets. You will manage existing B2B accounts (retailers, distributors, clubs) and develop new ones – always with a focus on building lasting relationships and driving growth.

Key Responsibilities

- You will work in Belgium, but will regularly travel to other locations.
- Manage and grow sales across multiple European countries
- Develop strong relationships with partners, distributors, retailers and clubs.
- Prospect and onboard new clients (mainly B2B) in the billiards and sporting goods space.
- Represent the brand at trade shows, events and tournaments.
- Work closely with marketing, logistics and product teams to ensure customer satisfaction.
- Prepare offers, negotiate deals and follow up on orders and payments.
- Provide market feedback and contribute to product and sales strategy.





Profile

- Experience in sales or business development, ideally in sports, lifestyle or niche B2B markets.
- Excellent communication, negotiation and relationship-building skills.
- Perfect communication skills in Dutch and English (written and spoken).
- Knowledge of French, Spanish, Italian or Chinese is a plus!
- Autonomous, results-driven and proactive.
- Interest in billiards or sporting culture is a bonus.
- Willing to travel within Europe for client meetings and events.
- EU work permit required.

What We Offer

- A full-time position in our office in Antwerp.
- The opportunity to work in an exciting, international niche industry.
- Autonomy and the chance to have a real impact.
- Competitive salary + commission package.
- Travel opportunities within Europe.

How to Apply

Please send your CV and motivation letter to info@gdmsports.com

Let's build something great – together.

