

# TRIBÙ

## Shape exceptional outdoor spaces worldwide

### INTERNATIONAL CONTRACT MANAGER

Join Tribù and help develop lasting partnerships with the world's leading architects, designers, developers and hospitality brands.



### ABOUT TRIBÙ

Tribù is a Belgian, family-owned luxury outdoor furniture brand that has been shaping sophisticated outdoor living for over 50 years. Our collections combine timeless design, exceptional craftsmanship and innovative materials to create environments that are both beautiful and enduring. From responsibly sourced materials to advanced weather-resistant technologies, every detail is engineered to withstand the elements while maintaining its beauty over time. **At Tribù, we don't just furnish spaces. We create places to live and moments to remember.**

### YOUR ROLE

As International Contract Manager, you will be responsible for growing Tribù's presence within the international contract market.

#### Business Development

- Develop new business opportunities within hospitality, luxury residential, commercial and public projects
- Build and maintain relationships with investors, architects, interior designers, developers, hotel groups and procurement companies. Support our network of distributors and retail partners on contract opportunities.

#### Project Leadership

- Manage projects from specification through quotation, negotiation and final delivery.
- Coordinate closely with our sales, customer service, logistics and product teams to ensure outstanding project execution.
- Monitor market trends and competitor activity to identify new opportunities.

#### Brand Representation

- Represent Tribù at international trade fairs, industry events and client meetings.
- Travel internationally on a regular basis.

### WHO YOU ARE

You are a commercially driven relationship builder with an appreciation for architecture, design and premium brands.

### YOU BRING

- More than 10 years of experience in international B2B sales or contract sales.
- Experience within luxury furniture, design, hospitality, architecture, interiors or a related premium industry is a strong advantage. Excellent communication and negotiation skills.
- The ability to manage multiple international projects simultaneously. A proactive, entrepreneurial mindset.
- Willingness to frequently travel internationally.
- Professional fluency in English and ideally Dutch.
- Additional languages are considered an asset.
- Ability to navigate complex stakeholder networks and manage C-level relationships.

### WHAT WE OFFER

Joining Tribù means becoming part of a family-owned company that is internationally recognised for its design excellence and commitment to quality.

#### International opportunity

An international role with significant commercial responsibility.

#### Prestigious projects

Work on exclusive residential, hospitality and commercial projects worldwide.

#### Inspiring collaborations

Collaborate with leading architects, designers and hospitality brands.

#### Growth and impact

A dynamic, entrepreneurial environment with real impact.

#### Competitive package

Competitive salary, performance bonus and attractive benefits.



### INTERESTED?

Send your CV and motivation to [jobs@tribu.com](mailto:jobs@tribu.com)

Learn more about us [tribu.com](http://tribu.com)

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