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<b>Job Title</b>	:	Sales Account Manager-EMEA
<b>Region</b>	:	Zuid Holland, The Netherlands/ or Belgium
<b>Language (s) Required</b>	:	Fluent English, Dutch – Other Languages a Plus

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## **Company Profile:**

Our client is a fast growing application software organization, providing solutions and supporting businesses around the world.

## **Job Description:**

The Sales Account Manager-EMEA (SAM) will be responsible for selling and generating new business as well as maintaining existing clients/revenue in:

- Service Oriented Architectures
- Event Driven Architectures
- Service Oriented Architectures Governance
- Business Activity Monitoring

Characteristics for a successful SAM:

- Strong knowledge and background working in the integration market
- Driven, over-achiever and go getter
- Has what it takes to built lasting relationships with Tier-1 enterprise clients

Some of the role responsibilities:

- Identify and develop new opportunities
- Drive sales activities to meet & exceed objectives on monthly/quarterly/annual basis.
- Lead a team-centric approach to sales qualification and revenue closure, working closely with systems engineering and consulting personnel in a complex, enterprise sales environment.
- Coordinate pipeline and sales forecasting
- Contribute to the business development for EMEA
- Ensure customer satisfaction

**A detailed job description and role responsibilities are available upon request.**

**Required Skills, Education or Experience:**

- Multiple years(8+) B2B software solution sales experience, selling into large accounts
- A proven track record in high value sales
- Understanding of the business drivers in vertical markets
- Ability to work at different customer levels with
- Technical acumen
- Strong team player
- Good sense for sales forecasting

**A detailed job description and required skills are also available upon request.**

**Salary and Benefits:**

This position provides a senior level remuneration package with a high base part and a high bonus part salary depending on experience and qualifications.

**For more information and to express interest please submit your CV to  
[nicolas.lymbouris@octagon.nl](mailto:nicolas.lymbouris@octagon.nl)**