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<b>Job Title</b>	:	Region Account Manager – IT Field Sales
<b>Location</b>	:	France/Germany
<b>Language (s) Required</b>	:	Fluent English, French & German – Italian a pre.

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### **Company Profile:**

Our client is a leader in IT solutions, supporting large organizations around the world.

### **The Opportunity:**

An exciting opportunity for a Region Account Manager with strong knowledge and background in IT solutions/products and proven field sales experience in the ISV area. The role will be to manage sales to current clients and develop new clients within Germany, Switzerland, Austria, France and Italy.

This role could be based in France or Germany where emphasis will be given.

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

### **Main Responsibilities:**

- Manage the planning of & executing business development programs
- Work with the international sales team and inside sales support to achieve growth of the revenue channel
- Develop target accounts and forecast pipeline & revenue.

### **Qualifications:**

#### **Candidates will have:**

- Multiple years field sales experience and proven track record
- Strong IT solutions/products background and understanding
- Technical understanding resulting in translations to value proposition for target accounts
- Experience in account management and business development in the independent software vendor area.
- Fluency in French, German and English. Italian a pre.
- A team player that can motivate and energize an international team

### **Salary and Benefits:**

This position provides a strong remuneration package with a high base part salary and a high variable sales driven part, depending on experience, qualifications.

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