
Job Title	:	Account Manager EU
Region	:	Zuid Holland, The Netherlands
Language (s) Required	:	Fluent German & English–Other Languages a Plus

Exciting opportunity for an ambitious, driven commercial professional who enjoys learning and growing while pushing and testing their limits, and reaping the fruits of their efforts!

Company Profile:

Our client provides internet and e-commerce solutions and is currently expanding its EU operations. Internationally established with more than 10 years in the field, our client is looking for new commercial talent.

The Opportunity:

The Account Manager (AM) would be responsible for sales and relationship management for the EU operations.

- Directly reporting to the HQ
- Be the point of support for existing partner's sales channel.
- Be responsible for recruiting new Microsoft(MS) certified partners.
- Work closely with partners, prospects & customers to show how solutions offered can add value.

Other Responsibilities:

- Prepare/deliver presentations & represent product/solutions
- Assist partners and maintain a sales pipeline
- Develop new relationships with MS partners & maintain current relationships
- Understand & represent customer/partner requirements for product planning
- Identify and engage project opportunities

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

Qualifications:

Candidates will have:

- Graduate level and at least 5+ years proven sales experience preferably in a similar account manager/inside sales role in the software industry
- Fluency in German and English language, both written & spoken. Other European languages a plus.
- Familiar with MS Business Solutions partner network & MS Dynamics Nav/similar ERP.
- Ability to discuss, explain related concepts (MS SQL, ERP, ASP.net, IIS etc.)
- Excellent interpersonal communication skills
- Ability to communicate complex technology and added value propositions.

- Result oriented and can work well under pressure, aggressively pursuing opportunities.
- Enjoy project style – start to end tasks challenges
- Ability and willingness to travel throughout EU & N.America (15-30% depending on opportunities pursuit).

Salary and Benefits:

This position provides a very competitive base salary based on experience and a great commission scheme and fast growth in the newly expanding EU operations.

**For more information and to express interest please submit your CV to
nicolas.lymbouris@octagon.nl**