
Job Title : Account Manager - Inside Sales
Region : Zuid Holland, The Netherlands
Language (s) Required : Fluent Dutch/Flemish, French & English

Succeed, develop & grow in an international firm!

Company Profile:

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

The Opportunity:

An exciting opportunity for a Dutch & French speaking professional with experience in the Belgian market, passionate and driven sales professional, with proven inside sales B2B record and experience, to grow the sales of the products and services and develop new business through the phone and in collaboration with outside sales.

As a self starter and high energy professional the account manager will have the chance to:

Main Responsibilities:

- Develop & manage relationships with key and new accounts
- Manage quote for his/her accounts and increase profitability by proactive calling.
- Take charge of the account forecast & execution as well as track and report the pipeline of these accounts.
- Help with marketing campaigns and increase business.
- Work with accounts and understand their business vision, strategy and initiatives.
- Understand account needs and propose solutions.

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

Qualifications:

Candidates will have:

- Graduate level and at least 3+ years proven sales experience preferably in the IT industry.
- Fluency in Dutch/Flemish, French and English language. Other European languages a plus.
- Proven record in inside telephone sales/account management – B2B technical market. Proven sales increases record due to personal effort. Proven record of creating new accounts.
- Team player spirit, loyalty and motivation, taking initiative and self starter.
- A strong sense of commitment towards accounts.
- Excellent interpersonal communication skills and proven phone manner.
- Ability to communicate complex technology and added value propositions.
- Result oriented and can work well under pressure.
- Experience with a CRM Sales module
- Experience in technical industry
- Strong organization skills

Salary and Benefits:

This position provides very competitive on target earnings, great growth opportunities in a large international organization, the ability to quickly grow senior sales position. This comes along with very good benefits.

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