

ACCOUNT MANAGER | BENELUX

Objectif Lune, a world leader in software solutions transforming data and documents into adaptative client communications, is seeking for a result-driven **Account Manager** who has B2B sales experience, is committed to customer satisfaction and thrives on excellence to build long lasting business relationships.

If you have a proven track record and want to join a leading organization that offers an almost unlimited pool of potential customers, this job may be for you!

YOUR KEY RESPONSIBILITIES

- Actively seek new business opportunities
- Build and maintain strong and trusting business relationships
- Identify and open up new market niches
- Expand sales revenues and grow current accounts
- Operate as the lead point of contact for designated accounts
- Perform presentations
- Develop sales proposals and ROI business case information
- Assist partners with customer needs analysis and closing business
- Manage client/reseller expectations with professional services
- Manage customer follow-ups and keep database updated
- Assist with challenging client requests or issue escalation as needed

YOUR PROFILE

- Goal oriented, self-motivated, and driven to achieve and surpass sales goals
- Excellent listening, negotiation and presentation abilities
- Strong communication skills, both in Dutch and English
- Proactive and committed to outstanding customer experience
- Leadership and ability to influence
- Self-disciplined, persistent and determined
- Capable of working independently
- Able to juggle multiple accounts at a time, while maintaining sharp attention to each
- Accountable and transparent
- Proactive player in the team

YOUR EXPERIENCE & EDUCATION

- Minimum of 3 years of experience in business development, with a record of achievement as a hunter
- Sales experience in consultative selling cycles in business-to-business and large/strategic accounts. Preferably software solutions or complex products
- Demonstrated sale success in the IT industry
- HBO or University education in a relevant direction or level by experience
- Experience in selling Cloud services (PAAS/SAAS) is an asset

LOCATION & SCHEDULE

- Homebased office in the Netherlands and occasionally our office in Ede.
- Available to travel throughout Benelux for face-to-face meetings or occasional events
- Flexible schedule from Monday to Friday

INTERESTED?

Please send us your cv and add a short motivation in Dutch.
We look forward receiving your application.
You can use the following link

<https://objmtl.bamboohr.com/jobs/view.php?id=107>