

Account Manager (Automotive/Sustainable Manufacturing)

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Company: Fujitsu

Location: Belgium

Category: business-and-financial-operations

Being truly client-centric and developing a relationship with the account, that has both breadth and depth, you will develop a detailed understanding of the client's business and functional requirements.

This will enable you to build out the relationship and secure new business with existing clients, lead the right pursuit team, determine a clear, differentiated strategy to win the client's selection process, negotiate an acceptable contract and sign the deal.

This is a fantastic opportunity to join a vibrant, diverse sales team that has client obsession and people excellence at its heart.

Roles And Responsibilities

Account Management

Develop and maintain relationships with existing clients stakeholders (both from IT and business) in automotive/manufacturing sector, ensuring that their needs are met and exceeded.

Create, lead and inspire bid teams to close deals > €10m - 100m TCV.

Lead your teams and stakeholders to be obsessive about the client, the competition and how we win.

Deploy techniques such as win strategy workshops, price to win exercises and competitive simulations, to maximise win rate.

Close your deals and maximise your win rate beyond 60% after qualification

Constantly re-qualify your deals, throughout the sales cycle.

Ensure 100% compliance with company governance processes.

Negotiate contracts and agreements with clients, ensuring that they align with the company's goals and objectives

Serve as the main point of contact for clients, addressing inquiries, and ensuring client satisfaction.

Propose tailored solutions that align with clients' business objectives and budget constraints.

Work closely with the delivery team to ensure successful implementation and delivery of IT solutions.

Develop relations with technology and consulting partners to educate them on Fujitsu's added value and perform joint lead generation.

Analyze market trends and identify areas for growth and expansion.

Create and execute strategic account plans to meet and exceed revenue targets.

Stay up-to-date with industry trends and developments to maintain a competitive edge

Attend industry events and conferences to network and generate leads.

Be connected with IT industry associations (eg Agoria, ADM etc).

Ensure accurate monthly sales forecasting and update CRM tools appropriately and in a timely manner.

Client Centricity

Understand and be able to articulate the client's key business objectives and challenges, across all areas of their business operations, relevant to each deal you identify. Understand the market in which the client operates, together with any applicable local or international regulations.

Clearly understand the competitive landscape with the client. Simulate competitor approaches to the deal and use this to improve our win strategy.

Clearly understand the alliance, partner, analyst and advisor landscape with the client and the opportunities that creates, relevant to your deal.

Develop a broad set of strong relationships across the whole of the client's business, which reaches from c-level down into the client organisation, to include client people who are actively coaching. Engage a full range of people to support and grow this relationship, working closely with our account teams.

Clearly articulate 'why' our company is relevant to the client.

Ensure the clients will become an outstandingly positive reference for the company

Provide insights to the leadership team for continuous improvement of services and offerings

Required Skills And Experience

A proven sales person, with a track record of closing deals in the automotive/manufacturing sector > €10m TCV.

Have minimum 3-5 years' experience in account management and/or sales of applications (services), consulting and/or business solutions

Trustworthy, transparent, ethical and operate with high integrity.

A pro-active advocate of diversity and inclusion.

Strong understanding of how digital impacts clients, highly client centric.

Relationship building skills, within the client and within the company.

You have excellent communication skills, and you are known to be a strong team player who is flexible and shares knowledge.

Entrepreneurial, innovative and commercially astute.

A commitment to environmentally sustainable business practices and decarbonisation.

Ideally fluent Flemish, French and English speaker.

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