

ACCOUNT MANAGER | B2B, Wallonia

Apply Now

Company: SAM Recruitment

Location: Brussels

Category: business-and-financial-operations

Wat ga je doen?

As **Account Manager** you will be an ambassador of the company and will be looking for new customers thanks to your human qualities and your network. You will also manage a portfolio of existing clients in a given geographical area. Your main objective will be to ensure the satisfaction of your clients and to advise them on personalized solutions in order to win their loyalty and achieve the turnover targets set by the sales department. **KEY**

RESPONSIBILITIES:

You will be the customer's main point of contact

You will manage a portfolio of +/- 200 customers

You will monitor a portfolio of customers by drawing up an annual schedule of visits

You will be responsible for building customer loyalty and presenting new offers

You will ensure that all the departments/stakeholders contribute to customer satisfaction/retention.

You record information on customers, known prospects and prospective customers in the CRM.

You record the traceability of contacts as well as past and future sales actions.

Wat hebben wij te bieden?

Join a leading group operating in France, Belgium and Denmark.

DKV hospital insurance.

Meal vouchers.

Incentives based on results

Drinks & Teambuilding organised by the company.

Wat zoeken wij?

B2B Sales experience (2 to 4 years)

Ability to optimise existing relationships

Team player

Motivated and responsive

Excellent interpersonal and verbal skills

Dutch

•French

•English

Looking to join a fast-growing company as an Account Manager? This ad will interest you. We are looking for an Account Manager with proven B2B sales experience to join a company active in the distribution of drinking solutions based in Walloon Brabant. The group operates in Belgium, France and Denmark through its own local subsidiaries and is represented in other European countries through independent distributors. If you'd like to put your experience to work for an ambitious company, don't hesitate to apply!

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