

Belgium Jobs Expertini®

Account Manager

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Company: OMP

Location: Belgium

Category: business-and-financial-operations

Your challenge

>

Your team

As an Account Manager, you'll join the Commercial team, as part of the Customer Solutions organization. The Commercial team builds and grows our customer base and commercial pipeline, from identifying and qualifying prospects to developing sustainable customer partnerships based on a thorough insight of their industries, needs and ambitions, and OMP's specific value proposition.

Your profile

We are looking for someone who meets the following qualifications:

10+ years of account management experience.

At least a bachelor's degree, preferably a master's degree.

A track record of top performance in supply chain software solutions for manufacturing companies.

The proven ability to build trust from senior-level management and managers.

A customer-centric mindset and an entrepreneurial approach.

The ability to clearly articulate your viewpoint to all levels of customers and management.

Experience with CRM solutions such as Salesforce.com.

Strong ability to lead by example with proficiency in one or more of our core industries.

Soft skills

Customer-focused Entrepreneurial Networking expert Dynamic Analytical Problem-solving

Hard skills

Account management Supply chain knowledge Experience with CRM systems Project management

Language skills

Required:

English

A plus:

Any other language

Your future

At OMP, we're eager to find your best career fit. Our talent management program supports your personal development and empowers you to build a career in line with your ambitions.

Many of our team members who start as an Account Manager, grow towards roles in supply chain consulting, advisory, business & market development, or people management.

Our offer

At OMP, we offer more than just a job. We put people first and inspire you to become the best version of yourself.

International : A growing global company, worldwide career opportunities, and multicultural teams

Benefits : An attractive salary package including an optional company car, a bike incentive program, additional extralegal vacation days, and other competitive benefits

Flexibility : Teleworking, flexible hours, and lots of autonomy

Lifelong learning : A custom training and development track, an extensive coaching program, and on-the-job learning

Empowerment : Room for initiative and creativity and an emphasis on entrepreneurship

Innovation : Encouragement to think differently through cross-team collaboration and innovation challenges

Well-being : A caring and inspiring environment, promoting a happy and healthy lifestyle through a wide range of facilities and activities

Teamwork : Join a team that lifts you up and learn from the best

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