

Account Manager

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Company: Sonaca

Location: Belgium

Category: business-and-financial-operations

Major responsibilities

Contractmanagement:

- o Protect profitability of existing contracts while increase EBITDA continuously
- o Ensure compliance with contractual requirements
- o Monitor and maintain profitable contracts at assigned accounts in line with company strategy
- Transversal:
 - o Develop and ensure good relationships at various Customers organizational levels, both Commercial and Technical
 - o Propose, get approval and achieve yearly objectives (revenues, EBITDA, performance, etc..)
 - o Responsible for monthly update to report progress with respect to yearly objectives
 - o Schedule appointments, prepare and deliver presentation to the client, having researched their business and requirements
 - o Work as part of a team and closely with other departments within the organization
 - o Manage a team within the commercial organization of account manager(s) and Contract administrator(s)
 - o Adopt a lean approach to support the commercial organization being always more efficient

Qualifications

- Ability to build strong relationship and to significantly and positively impact the organization
- Strong leadership/positive mindsets skills
- Excellent communication skills, both verbal and written and be able to cold call potential clients with confidence are key for a successful

- Performanceoriented
- Creativityandabilitytosolve tough problems autonomouslyarekey
- Anticipation andontimeachievementofdeadlinesareessentials
- Fact&figuresoriented
- Mustholdafullcleandrivinglicence.

We offer

A great team to work with

A challenging function in a changing environment

A senior role exposed to executive communities inside & outside the organization

A challenging and international work environment in a worldwide operating company

An interaction with a variety of internationally recognized customers & peers

A broad range of responsibilities while having the opportunity to learn and to develop career aspirations

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