

Account Manager / Dealer Manager

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Company: Electrolux Professional

Location: Belgium

Category: business-and-financial-operations

Join Electrolux Professional Group - as

Account Manager/Dealer Manager

ABOUT THE JOB

You will independently performs all relevant activities related to the maintenance and improvement of the commercial relationship with the specialized distribution.

You will report to the Sales Manager Electrolux Professional Benelux.

ABOUT YOUR TASKS:

stimulating and realising actual sales through (specified) dealers

proposing and co-developing new sales channels and making active acquisitions and initiating marketing plans and account plans

maintain contacts with the entire organization of the distributor, such as management, sales department, accounting and technical service, as well as the various departments within the own organization

relationship management, co-handling complaints, and following up on overdue payments, within a defined escalation process

providing relevant (financial) reports (periodically)

telemarketing, relationship management and recruiting new relations, dealer guidance

preparation and elaboration of quotations and sending technical information

calculating, designing, elaborating (project) quotations and supervising after-sales

making design drawings and capacity calculations

providing company presentations and giving advice on HACCP, Occupational Health and Safety, etc.

providing assistance in writing mailings, organizing training courses, etc

corrects mistakes made where possible (possibly in collaboration with the direct supervisor)

ABOUT YOU

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Education :

at least bachelor's level, commercial professional education and relevant work experience

driving licence B

Expertise and experience:

excellent command of the Dutch, French and English language, both verbally and in writing

good understanding of common office automation (Office, Salesforce, Outlook, CRM,

good knowledge of technology, familiarity with HACCP, Health & Safety, cleaning technology, etc.

reading skills, technical drawings and knowledge of AutoCad or similar applications

good knowledge of legal requirements (professional)

Critical Success Factors:

Oral and written expression skills

Correctness and confidentiality in actions

Client-friendly, service-oriented and representative

Result-oriented (qualitative and quantitative), knows how to assess priorities well

Affinity with and interest in the company, team spirit and collegial attitude

Independence and initiative, creative and flexible

Accurate and stress-resistant, speed and accuracy of action

Own initiative with regard to the working environment and working conditions

Is able to control work within 1 year

REQUIRED COMPETENCES

- Customer Obsessed - you are focused on delivering value to the customers, both internal

and external

- Trustworthy – you are accountable and deliver on your commitments. You welcome healthy debates and honest conversations. You are honest - especially about your mistakes and learn from your setbacks. You collaborate and enable others to deliver.
- Bold - You take action to deliver better outcome. You seek diversity and inclusion by actively pursuing diverse perspectives and creating an inclusive environment. You bring new ideas to the table and take risks with confidence, supporting courageous decision-making that inspires progress and growth.
- Sustainable – You consider the growth and development of our people to be as important as preserving our environment and take decisions that reflect our effort to build a better future. You always act ethically.

ABOUT OUR BENEFITS:

- Fair compensation and benefits package in line with the market
- Flexible hybrid workplaces that include remote and in-office roles
- Room to express your potential, develop and strengthen your competences
- Continuous learning opportunities
- Diversified, multi-cultural environment

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