

Belgium Jobs Expertini®

Account Manager Liquid Chromatography and Mass Spectrometry

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Company: Thermo Fisher Scientific

Location: Belgium

Category: business-and-financial-operations

Serve as the lead point of contact for all customer account management matters

Build, expand and maintain strong, long-lasting customer relationships

Collaborate and coordinate with technical sales and application support to provide the best solution for the customer

Negotiate contracts and close agreements to maximize profits

Develop trusted advisor relationships with key accounts and customer stakeholders

Clearly communicate the progress of monthly/quarterly initiatives to internal and external stakeholders

Develop new business with existing clients and identify areas of improvement to meet sales objectives

Forecast, track key account metrics, and prepare reports on account and territory status

Collaborate within sales team to identify and grow opportunities within territory

Assist with challenging client requests or issue escalations as needed

Introduces new products and services as available and maintain awareness of market developments

Requirements:

Preferably, proven sales experience in analytical instrument market

Bachelor's degree in the sciences or equivalent work experience

Commercial mindset, strongly motivated by desire to win new business

Provide right solution to the customer, through collaborative efforts with support colleagues

Demonstrable ability to communicate, present and influence key stakeholders at all levels of an organization

Excellent, listening, negotiating and presentation abilities

Proven ability to juggle multiple projects at a time, while maintaining sharp attention to detail

Ability to meet deadlines

Strong verbal and writing communication skills, Dutch and English or French

Ability to explain and sell the technical aspects of Thermo Fisher Scientific's product portfolio

Ability to travel to customer locations up to 80%, may include overnight travel

Demonstrate – Integrity, Intensity, Innovation and Involvement

We offer You:

Working with enthusiast colleagues that strive to meet or exceed customer expectations

Working with Unique and Innovative products

Enable our customers to make the world Healthier, Cleaner and Safer

Collaboration with Technical Sales Support colleagues

Collaboration with Application Support Team

Demonstration facilities within the Breda office

Training (product, commercial,.) and Development opportunities

Market conform package including company car, cell phone, laptop, healthcare insurance, ...

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