

Channel Account Manager - Avigilon (Benelux)

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Company: Motorola Solutions

Location: Belgium

Category: business-and-financial-operations

Job Description

Duties and Responsibilities

Working in a team in the region Benelux.

40 hours on normal working days. Working from home.

Goal to extend and create new business with integrators.

Product lines Avigilon, AVA security, ACM, Openpath, and Indigovision.

Promote and market Motorola Solutions video products such as Avigilon, AVA, Indigovision, and Openpath and services within the assigned territory

Support Motorola Solutions sales activities in the assigned territory by creating, nurturing, and responding to sales opportunities for all products Conduct sales calls, schedule local promotional work, and track sales activities with channels, and integrators using Motorola CRM.

Attend trade shows and other marketing events.

Participate in the development of training materials for our products.

Identify key surveillance market influencers in the territory, establish contact with them, and demonstrate to them the superiority and utility of our solutions.

Territory:

The Channel Account Manager shall have the responsibility to cover the following geographic territory: Netherlands, Belgium and Luxembourg

Other:

Frequent travel is required for the execution of the duties of the position.

Motorola Solutions may allocate such additional duties for this position as informed by the Regional Sales Director, Benelux from time to time as necessary to meet the business needs of Motorola Solutions

Basic Requirements

Key qualifications and skills of the Channel Account Manager

Ability to develop and maintain relationships with C-Level executives

Strong relationship management skills

Strong organizational and analytical skills

Highly effective communication skills (oral, written & presentation)

Thorough understanding of security sales cycles

Understanding of Commercial accounts, competitive landscape, and customer procurement processes

Located and resident within the Territory of BeNeLux

Full and valid Driving license

Language Dutch, English and French

Travel Requirements

Over 50%

Relocation Provided

None

Position Type

Intern

Referral Payment Plan

Yes

Company

Motorola Solutions Belgium S.A.

EEO Statement

Motorola Solutions is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion or belief, sex, sexual orientation, gender identity, national origin, disability, veteran status or any other legally-protected characteristic.

We are proud of our people-first and community-focused culture, empowering every Motorolan to be their most authentic self and to do their best work to deliver on the promise of a safer world. If you'd like to join our team but feel that you don't quite meet all of the preferred skills, we'd still love to hear why you think you'd be a great addition to our team.

We're committed to providing an inclusive and accessible recruiting experience for candidates with disabilities, or other physical or mental health conditions. To request an accommodation, please email <.

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