

Enterprise Account Executive, BENELUX (all genders)

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Company: TeamViewer

Location: Belgium

Category: computer-and-mathematical

Responsibilities

Are you a salesperson at heart and consider yourself a hunter? Do you prefer high-level solution selling over transactional “order taking”? Then join our Enterprise Sales team as an Account Executive (all genders) for the BENELUX markets. You will be an experienced sales professional with a proven track record in Enterprise software solutions: Responsible for penetrating and winning new Enterprise accounts and growing existing business with Enterprise solutions to meet revenue and profit targets.

Conduct market analysis to find new project/customer opportunities and create key account plans that ensure customer needs are identified early.

Apply both tactical and strategic go to market models aimed at growing the customer base both in the short and long terms to drive higher revenues, customer growth and customer retention.

Build strong partnerships at the senior leadership level, key decision-makers and establish new business relationships often from scratch.

Propel the TeamViewer/Enterprise brand with customers/prospects as well as alliance partners through participation and exposure at various industry events. Work closely with Marketing to identify and execute strong Marketing campaigns/events to generate new opportunities.

Manage complex sales cycle to close new business and identify cross selling and upselling opportunities.

Support weekly, monthly, and quarterly forecast processes, including pipeline analysis, data validation, and identify gaps and actions required. Achieve and exceed your quarterly and annual sales targets.

Collaborate across all internal teams and resources to ensure you bring the best solution to our clients.

Requirements

10-15+ years of direct **Large Accounts** sales experience in a quota-carrying software sales role (ideally within cloud-based technology).

Experience managing and closing complex sales-cycles, including prior success in closing 1M+ TCV deals and managing multiple large accounts in a **hunting mode**.

Excellent communication, presentation, and negotiation skills with prospective customers as well as capability to **get access to VP- and C-level executives from scratch**.

Proven track record of a consistently high performance and **hunter sales mentality**.

Strong knowledge of the Large Accounts B2B market, problem-solving skills, analytical understanding, and collaboration skills.

Entrepreneurial mindset with an understanding of the dynamics of a high-growth company and the ability to multi-task in a rapidly changing environment.

Fluency in **Dutch and English** is mandatory, further languages such as **French** are a plus.

Willingness to travel 25% or more as needed within territory &/or company events.

BS/BA degree or equivalent experience.

What we offer

Onsite Onboarding in our HQ office for an optimal start

Great compensation and benefits packages including company achievement bonus, company stocks and regular salary reviews

Regular **Team events** and company-wide celebrations

Open door policy, no dress code rules, frequent all Hands and Leadership Lunches

Work From Abroad Program allowing up to 40 days of work outside your contracting country

We celebrate **diversity** as one of core values, join and drive one of the c-a-r-e initiatives together with us!

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