

Executive Account Manager

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Company: Insight Enterprises, Inc.

Location: Belgium

Category: business-and-financial-operations

Insight are seeking **Executive Account Manager** to join our sales team. This is a unique opportunity to join a new and growing team with the benefits of a well-established business. Covering a geographic territory across Belgium you will be selling Insight's full range of solutions and services. This is a field sales role working within the Insight sales team supporting customers with strategic solutions and services requirements, as well as driving net new sales and business development into target customers. Your objective will be to champion solutions and services business within all prospects whilst identifying, managing and closing opportunities across the corporate sector

Key Responsibilities:

Leading customer relationships and developing ongoing business with clients.

Identifying and developing new sales opportunities.

Building a sales pipeline and managing opportunities to deliver against sales targets.

Managing & developing commercial agreements with customers, suppliers & third parties.

Ownership and responsibility for tender response preparation and submission.

Essential Experience/Skills:

Proven track record of consistently achieving sales targets.

Experience of managing the full sales cycle from initial contact to completion.

Able to quickly gain thorough understanding of the customer requirements.

Experience at working both independently and in a team-oriented, collaborative environment.

Insight is a Fortune 500-ranked global provider of hardware, software, cloud, and service solutions, providing clients the guidance and expertise needed to define, architect, implement and manage technology today while transforming for tomorrow. We believe that by giving you the freedom to think big and empower you to reach your full potential, together we will achieve the best outcomes. Along with excellent benefits and a compelling reward package, we offer the opportunity to work in a supportive environment with a high level of autonomy and creativity - there's a reason our average employee tenure is over 6 years.

#LI-FO1

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