

# Belgium Jobs Expertini®

## Experienced IT Sales Executive Microsoft Cloud

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Company: Devoteam

Location: Machelen

Category: other-general

### Company Description

Devoteam is a leading consulting firm focused on digital strategy, tech platforms and cybersecurity. By combining creativity, tech and data insights, we empower our customers to transform their business and unlock the future. With 25 years' experience and 10,000 employees across Europe, the Middle East and Africa, Devoteam promotes responsible tech for people and works to create better change.

Join our global community of exceptional talents at Devoteam, where you'll collaborate with multidisciplinary teams of data specialists, business consultants, solution architects, security experts, cloud engineers, developers, and more across over 20 countries in the EMEA region. As a member of our team, you'll have the opportunity to work with the world's leading partners, including AWS, Google Cloud, Microsoft, and ServiceNow, driving innovation and advancing your career.

### Job Description

To support our expansion in Belgium, we are looking for an Experienced Sales Executive **with great interests in Microsoft Cloud (Azure, M365, Power Platform), data & AI, security.**

### Who are we looking for?

We are currently looking for an energetic, results-driven Sales Executive with relevant Cloud, Software, Services, or IT Solution selling experience.

Our ideal candidates should have a solid track record of selling services & solutions in the Belgian market, an understanding of technology and business correlations as well as a solution-

oriented approach to customer relations.

As Sales Executive at Devoteam, you will be responsible to drive new business opportunities, acquiring new customers and increasing our existing customers' lifetime value.

In this role, you'll work to drive awareness, adoption and business growth.

This commands a large amount of responsibility, and you will participate actively in all aspects of growing our business. This includes strategic planning, execution & new account acquisition.

## **Qualifications**

### **Your profile:**

You can demonstrate experience in enterprise B2B selling in complex multi-level engagements (ideally at least 5 years)

You have a strong record managing corporate accounts and have c-level access & experience

You're able to build executive relationships with customers, influence their long-term strategic direction & act as a trusted advisor

You can build and execute account plans, resulting in a robust pipeline

You're able to qualify and assist customers in identifying use cases suitable for our different value propositions, and articulate key differentiators.

You can manage multiple opportunities through the entire sales cycle simultaneously, working with cross-functional teams as necessary

You look forward to collaborating with our delivery teams and marketing to bring premium value to our customers

You're a networker willing to actively blend with Microsoft seller teams to co-sell

You contribute to creating marketplace offers, respond to RFI and RFP requests, and spearhead sales-focused marketing initiatives.

You hold the responsibility of leading the Azure Cloud Managed Services engagements in Belgium

You know or are eager to learn Microsoft partner programs to help customers and Devoteam execute innovations using Microsoft Cloud

Having a broad network within the Belgian market is a key asset

Team player who can ignite the full Devoteam with passion, vision and energy

You are fluent in Dutch + French and have a good command of English

### **Additional Information**

#### **Why choose us?**

Embark in a great entrepreneurial growth mindset

Connect with amazing people & join our collaborative culture

Develop impactful projects with clients in cutting-edge Technologies

A healthy Work-Life Balance and eco-friendly workplace

Last but not least, a nice salary package, including a variable bonus, an ecological company car, Health and Group insurance, a budget for the latest smart phone and many other extra-legal benefits

At Devoteam, we combine strong values – respect, frankness, ambition, entrepreneurship & collaboration - with a fun environment that empowers you to innovate and succeed.

> > > **Are you looking for an entrepreneurial challenge & does all this sound compelling to you?** Go for it and click that apply button!

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