

# Belgium Jobs Expertini®

**Experienced Sales Executive with great interests in cloud, data & ai, security & digital platforms**

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Company: Devoteam

Location: Machelen

Category: computer-and-mathematical

## 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, product designers, business consultants, 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.

### Who are we looking for?

We are currently looking for an energetic, results-driven Sales Executive with relevant Software, Services or IT Solution selling experience. 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 the Experienced Sales Executive at Devoteam, you will be responsible for driving 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 7 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 serve as the primary customer contact for all adoption-related activities

A broad network within the Belgian market is a key asset

You believe self development is key to success

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

You speak ideally Dutch, French and English fluently

## **Additional Information**

### **Why choose us?**

Embark in a great entrepreneurial growth mindset

Connect with amazing people

Join our Collaborative Culture

Develop Impactful Projects with your clients in cutting-edge Technologies

Respect for Work-Life Balance

Inspiring and eco-friendly workplace

Competitive package

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

> > > **Does all this sound compelling to you? Go for it and click that apply button!**

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