

## Global Strategic Account Manager M/F/D

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Company: Agilent

Location: Belgium

Category: other-general

### Description

Agilent inspires and supports discoveries that advance the quality of life. We provide life science, diagnostic and applied market laboratories worldwide with instruments, services, consumables, applications and expertise. Agilent enables customers to gain the answers and insights they seek - so they can do what they do best: improve the world around us. Information about Agilent is available at .

Agilent Technologies is seeking a Global Strategic Account Manager to accelerate the sales growth of Agilent's Global Strategic Customer Program.

### Key Responsibilities

Develop and execute on an overall "One Agilent" strategy to drive total Agilent growth and position Agilent's broader enterprise solutions to our strategic customers.

Interact effectively at senior management & executive levels, internally and externally, to frame and communicate Agilent differentiated value proposition.

Strive to partner with local sales teams to improve organizational competency and effectiveness.

Develop and execute on account-specific business growths strategies and tactics as the customers partner of choice.

Initiates innovative business development and account strategy concepts.

Leads development of high impact and/or long-range strategic projects and initiatives to achieve assigned key performance measures.

Act as a liaison between local Sales, Solution Units and Customer Support Organization to drive customer success and exceed customer expectations.

Manage value based complex negotiations.

Collaborate across the business to translate and communicate voice of the customer / market effectively.

Candidate should be a strong cross-functional leader who is able to lead and influence without authority on cross-functional teams to gain alignment with executing account and commercial strategies.

### **Qualifications**

Advanced degree (, Masters, in Chemistry, Biology or other relevant technical field or combination of education and experience.

10+ years in a customer facing field-based role with growing levels of responsibility, including leadership or management experience.

Global strategic/key account management experience with demonstrated ability to sell and articulate strong value propositions with tangible economic benefit at the senior management & executive levels.

Excellent communication, teamwork, and leadership skills.

Capacity to communicate effectively with all levels of a complex matrix organization; strong interpersonal and relationship building skills; capable of influencing without authority.

Strategic and critical thinking, analytical, and problem-solving skills, balanced with vision and creativity.

Ability to drive strategies to execution, strong Project management skills.

Global background; understands and appreciates cultural differences and global

organization complexity.

Ability to travel internationally (> 30% time).

Role is home office based in Western Europe

Agilent Technologies Inc. is an equal opportunity employer. Qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, protected veteran status, disability or any other protected categories under all applicable laws.

**Option to Work Remote**

Yes

**Travel Required**

25% of the Time

**Schedule**

Schedule:Full time

**Shift**

Day

**Duration**

No End Date

**Job Function**

Sales

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