

## Junior Account Manager

[Apply Now](#)

Company: Proximus

Location: Belgium

Category: business-and-financial-operations

**BICS is connecting the world by creating reliable and secure mobile experiences anytime, anywhere.** We are a leading international communications enabler, one of the key global voice carriers and the leading provider of mobile data services worldwide.

Our solutions are essential for supporting the modern lifestyle of today's device-hungry consumer – from global mobile connectivity, seamless roaming experiences, fraud prevention and authentication, to global messaging and the Internet of Things.

**As part of the Proximus Group, BICS is supporting the Group mission to provide future-proof connectivity, IT and digital services, in the Benelux and global markets.**

With headquarters in Brussels, BICS also has a strong presence in Africa, Americas, Asia, Europe and Middle East. We have regional offices in Bern, Madrid, Dubai, New York, San Francisco and Singapore and a satellite office in Beijing.

**Pioneering into the future of Next Generation communications.** We have achieved a series of World's Firsts successes with the launch of the first LTE Roaming relation or the first VoLTE International call between Europe and Asia, to name a few.

With a diverse and multicultural team of about 500 employees, we continuously strive to provide customers with the highest level of quality, reliability and interoperability, enabling them to maximize their end-user value.

## Task Description

As an Enterprise Account Manager, you will have an account development role existing out of: Identifying and develop Enterprise sales opportunities within existing enterprise customers, further develop and grow existing accounts in the Europe market. This role requires sales skills, energy, independence, ambition and focus.

You are comfortable positioning and selling solutions to all levels of an organization across a wide variety of vertical markets. You do not step back for pricing (re)negotiations in the best interest for BICS and for understanding in-depth the drivers of your customers success, use cases and technicalities.

In this role, you will find new revenue streams (on existing or new accounts) by putting your negotiation skills into practice. At the same time you will also protect the existing revenue streams & report to senior management a clear action plan on the direct margin levels you are responsible for.

You will:

Manage existing and newly acquiring customers, providing them a smooth onboarding

Develop and maximize company direct margin and strategic value in line with the company Enterprise strategy

Consult clients on the benefits of our Enterprise Solutions and how it will digitally transform their businesses, resulting in a positive outcome for BICS at same time. Standing as voice of the customer towards the company's other stakeholders (customer feedback loop) and act as a proactive expert wrt communication about your account portfolio.

Orchestrate multi-party projects to close the deal. Work with engineers and customer success managers to increase account penetration and ensure customer satisfaction.

Maintain accurate data and forecasts within SalesForce

Organize & drive customer meetings and attend productive events to strengthen your network, represent our company and build the crucial customer intimacy

Generate demand on the end-customer side across all media and prepare client pitches, presentations and offers to be presented to C-level stakeholders, achieving annual sales targets

## Your Profile

To be successful in this role you:

Have distinctive communication and negotiation skills with the ability to convey complex messages convincingly – in written, oral and presentation comfortable in articulating our solution value proposition & work towards closing a sale deal.

Are confident in presenting to senior stakeholders with your strong communication skills.

Being fluent in English is a must.

Like figures and are capable translating those in a tactical plan, resulting in: achieve tactical, strategic and financial objectives for the assigned portfolio of customers

Are capable & like to establish productive professional relationships with key personnel, influencers, and decision makers (internally & externally)

Are self-discipline and self-motivation.

Your working style can be described as collaborative, autonomous, proactive and structured and you enjoy rolling up your sleeves to support the team

Have personal interest in technologies, innovation & relevant solutions for Enterprise

If you have a creative mind, are proactive and have an entrepreneurial mindset, this position is for you!

### What's in it for you?

**International environment.** You will be part of an international diverse team and you will have the opportunity to make a global impact.

**Great company culture.** You will be working in a dynamic working environment, driven by 3 core values: Think Forward, Strive for Leadership, and Achieve Together. We look after the well-being of our employees and organize internal events such as happy hours, sports and relaxation activities, parties, etc.

**Career development.** From development plans, to trainings and internal mobility, we are committed to ensuring you have the knowledge, skills, and opportunities to maximize your potential.

**Benefits.** We offer an attractive salary package including:

A competitive base salary and short-term incentives

Comprehensive insurances including hospitalization insurance, outpatient care insurance, life insurance, disability insurance and travel insurance, fully funded by BICS

A supplementary pension plan, fully funded by BICS

A flexible mobility package including company car or car allowance, mobility budget for commuting, bike lease, etc

A telco pack at home including free internet and a mobile phone

Many other benefits such as meal and eco vouchers, 32 vacation days, homeworking possibilities, corporate discounts, ...

[Apply Now](#)

#### Cross References and Citations:

1. [Junior Account Manager SearchaustralianjobsJobs Belgium Searchaustralianjobs](#) ↗
2. [Junior Account Manager Londonjobs Jobs Belgium Londonjobs](#) ↗
3. [Junior Account Manager Economicjobs Jobs Belgium Economicjobs](#) ↗
4. [Junior Account Manager MontrealjobsJobs Belgium Montrealjobs](#) ↗
5. [Junior Account Manager Searchenginejoblistings Jobs Belgium Searchenginejoblistings](#) ↗
6. [Junior Account Manager Searchcanadajobs Jobs Belgium Searchcanadajobs](#) ↗
7. [Junior Account Manager Kashmirhub Jobs Belgium Kashmirhub](#) ↗
8. [Junior Account Manager Servicemanagementjobs Jobs Belgium Servicemanagementjobs](#) ↗
9. [Junior Account Manager GardeningjobsJobs Belgium Gardeningjobs](#) ↗
10. [Junior Account ManagerThehiredjobsJobs Belgium Thehiredjobs](#) ↗
11. [Junior Account ManagerLawyerjobs Jobs Belgium Lawyerjobs](#) ↗
12. [Junior Account ManagerTextilejobsJobs Belgium Textilejobs](#) ↗
13. [Junior Account ManagerIndiajobscentral Jobs Belgium Indiajobscentral](#) ↗

14. **Junior Account Manager**[Truckjobsnearme](#)**Jobs Belgium** [Truckjobsnearme](#) ↗
15. **Junior Account Manager**[Unitedarabemiratesjobs](#)**Jobs Belgium** [Unitedarabemiratesjobs](#) ↗
16. **Junior Account Manager**[Searchamericanjobs](#) **Jobs Belgium** [Searchamericanjobs](#) ↗
17. **Junior Account Manager**[Luxembourgjobs](#)**Jobs Belgium** [Luxembourgjobs](#) ↗
18. **Junior Account Manager**[Jeddahjobs](#) **Jobs Belgium** [Jeddahjobs](#) ↗
19. **Junior account manager** **Jobs Belgium** ↗
20. **AMP Version of Junior account manager** ↗
21. **Junior account manager Belgium** **Jobs** ↗
22. **Junior account manager** **JobsBelgium** ↗
23. **Junior account manager** **Job Search** ↗
24. **Junior account manager** **Search** ↗
25. **Junior account manager** **Find Jobs** ↗

Source: <https://be.expertini.com/jobs/job/junior-account-manager-belgium-proximus-153a0cf6b6/>

Generated on: 2024-05-06 by [Expertini.Com](#)