

Key Account Manager (Belgium)

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Company: Plat4mation

Location: Belgium

Category: other-general

Key Account Manager

Are you a highly motivated individual with proven sales skills? Are you able to link software sales towards software implementations and customer value realization? And can you organize and communicate easily as a trusted advisor? Then we are looking for you!

What will you do?

Plat4mation is looking for a Key Account Manager to join the sales team in Belgium.

Plat4mation is an innovative ServiceNow partner, who is helping organizations succeed by doing more with less thanks to the technology of the future. We can do this thanks to our belief in the ServiceNow platform. ServiceNow is one of the fastest growing cloud software companies in the world.

Scope of work:

As a Key Account Manager you actively contribute to the realization of the company's goals.

Tailoring the ServiceNow value proposition to prospects based on in-depth research of specific business conditions and drivers.

Understand existing and future IT-roadmaps within organizations and the marketplace.

You attract and win new customers and build a trustful relationship to customers.

You manage the growth of existing customers in close relationship with the Service

Delivery Managers and create business plans with customers.

You are maintaining the forecast and the sales pipeline in our CRM system and managing the opportunities till deal closure.

As a Commercial Account Lead, you build a positive relationship to our partner ServiceNow and work closely together with their sales representatives.

You are able to lead a bid team to answer RfP's and manage the whole process.

You are a team player and able to cooperate with various internal business units

We ask

Fluent in English; Fluent in Dutch & French is a big plus.

Minimum 2 years sales experience of complex project solution-selling within Enterprise Software.

Proven track record of new business sales success, including presentation and negotiation skills.

Lead and provide hands-on support during proposal and offering development;

As Trusted Advisor create and maintain effective customer relationships to ensure customer satisfaction;

Actively contribute to the company's solution portfolio, by providing knowledge to methodologies based on experience gained from customer projects;

Accountable for consistent and significant chargeability levels;

Consulting background is a plus;

Good understanding of SaaS & PaaS enterprise solutions;

Ability to examine, listen, qualify and resolve concerns or obstacles to a sale in a logical fashion, emphasizing the solutions or services that will deliver maximum benefit.

Existing good network across domain on C-Level.

What's in it for you

Flexible work environment in our newly branded office

Modern laptop

Transportation, internet and phone allowance

Company car

Group insurance

Medical insurance

Digital meal vouchers

A modern, flexible and multicultural workplace at an innovative and global company

Ambitious and kind colleagues from all over the world

A challenging position with lots of room to grow

Fun in everything we do

Our culture

Working at Plat4mation evolves around working from your internal drive to make a difference for people in combination with having fun. We always go the extra mile to deliver on what we promise! Joy is what connects us and what drives us to get the best out of ourselves. That's why we host several Fun4U activities each year, like a global hackathon, drinks and inspiring lunch sessions (check out our Instagram page!).

Your development is our number one priority. This means you get room to grow. We strongly believe that personal development and ambitions are key to our company's success. Because when you keep learning, you continuously improve yourself. That's why we coach you on the job, but also help you to explore and develop your interpersonal skills.

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Cross References and Citations:

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