

## Key Account Manager, Trimble Construction Software

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Company: Trimble

Location: Belgium

Category: other-general

**Your Title:** Key Account Manager, Trimble Construction Software

**Your Location :** Belgium

Do you want to be part of a company that is transforming the construction landscape with innovative technology solutions?

We are seeking a dynamic and results-driven Key Account Manager for our Construction division at Trimble in Belgium. In this role you will directly report to the Regional Director of the Benelux.

### **What You Will Do**

As a Key Account Manager you will be pivotal in nurturing and growing strategic relationships with our Enterprise-market clients like VolkerWessels, Cordeel, Arcadis, etc. in the construction sector.

### **Your Key Responsibilities:**

Client Relationship Management

Develop and maintain strong relationships with construction industry clients.

Understand clients' business objectives, challenges, and pain points to provide tailored solutions and sell the Trimble Connected Construction workflow.

Strategic Account Planning

Create and execute strategic account plans to maximize revenue growth.

Identify opportunities for upselling and cross-selling Trimble's products and services and be able to create a good footprint at the customer organisation with Trimble products.

## Product Knowledge

Having knowledge of Trimble's construction technology products and their applications.

Demonstrate the ability to effectively communicate the value of our construction cloud platform solutions (Viewpoint, Trimble Connect, Stabicad,etc) to clients.

## Sales and Revenue Growth

Achieve and exceed sales targets for assigned accounts to identify new business opportunities within existing accounts and work towards closing deals.

Looking for adoption and expansion with new clients as well.

## Market Analysis

Stay updated on industry trends, market conditions, and competitors' offerings.

Provide feedback to product development teams to enhance Trimble's offerings.

## Reporting and Documentation

Maintain accurate records of client interactions, sales activities, and account information in Salesforce.

Prepare regular reports on account performance and revenue forecasts.

## **What Skills and Experience You Should Bring**

Bachelor's degree in Business, Engineering, or a related field

Experience in Account Management / Key Account Management

Good knowledge of the construction industry and utilization of the construction software solutions preferred.

Strong understanding of technology and software solutions.

Excellent communication, listening, negotiation, and presentation skills in Dutch and English.

Exceptional problem-solving and analytical skills.

Ability to travel as needed to meet with clients.

Proficiency in CRM software and Microsoft Office Suite.

## **Benefits**

Competitive salary and performance-based bonuses.

Comprehensive benefits package, including retirement plans.

Ongoing training and professional development opportunities.

Collaborative and innovative work environment.

Opportunity to work with cutting-edge technology in the construction industry.

### **About Your Location**

Your location will be preferable at our Antwerpen office but we are also open to other locations in Belgium.

**Join our team!** If you are a motivated and customer-focused professional with a passion for the construction industry and a proven track record in account management, we encourage you to apply for the Key Account Manager position at Trimble.

### **Application Process**

To apply for this position, please submit your resume and a cover letter outlining your relevant experience and qualifications. Trimble is an equal opportunity employer, and we welcome candidates from all backgrounds to apply.

### **About Trimble Construction**

Trimble is developing technology, software and services that drive the digital transformation of construction with solutions that span the entire architecture, engineering and construction (AEC) industry. Empowering teams across the construction lifecycle, Trimble's innovative approach improves coordination and collaboration between stakeholders, teams, phases and processes. Trimble's Connected Construction strategy gives users control of their operations with best-in-class solutions and a common data environment. By automating work and transforming workflows, Trimble is enabling construction professionals to improve productivity, quality, transparency, safety, sustainability and deliver each project with confidence. For more information, visit:

### **About Trimble**

Dedicated to the world's tomorrow, Trimble is a technology company delivering solutions that enable our customers to work in new ways to measure, build, grow and move goods for a better quality of life. Core technologies in positioning, modeling, connectivity and data analytics connect the digital and physical worlds to improve productivity, quality, safety, transparency and sustainability. From purpose-built products and enterprise lifecycle

solutions to industry cloud services, Trimble is transforming critical industries such as construction, geospatial, agriculture and transportation to power an interconnected world of work. For more information about Trimble (NASDAQ: TRMB), visit:

### **Trimble's Inclusiveness Commitment**

We believe in celebrating our differences. That is why our diversity is our strength. To us, that means actively participating in opportunities to be inclusive. Diversity, Equity, and Inclusion have guided our current success while also moving our desire to improve. We actively seek to add members to our community who represent our customers and the places we live and work.

We have programs in place to make sure our people are seen, heard, and welcomed and most importantly that they know they belong, no matter who they are or where they are coming from.

[Trimble's Privacy Policy](#)

#LI-MH1

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