

National Account Manager

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Company: LC Packaging

Location: Belgium

Category: business-and-financial-operations

National Account Manager Packaging

In the role of Account Manager you are responsible for relationship management, engaging existing and new customers, recommending products, and planning and developing opportunities in the market within the Business Unit, with a view to realising sales targets.

You will support a national strategy for growth managing existing customers as well as securing new business with target sectors.

Although our Head Quarter is in The Netherlands, and the Belgium office in Sint-Katelijne-Waver, you will be operating in whole Belgium.

As our Account Manager you will be:

Working closely with the Account Support to ensure excellent customer service;

Responsible for relationship management, from carrying out after-sales activities to monitoring the follow-up agreements made with the Sales Support staff;

Following developments in the designated area, competition activities and customer needs;

Advising the Sales Manager to ensure maximum advantage is taken of the developments;

Making proposals regarding potential accounts, arrangements, prices, etc.;

Take responsibility for the customer portfolio; actively searching for- and approaching new prospective customers;

Writing visit reports; registering the particulars regarding developments in the market and specific customers and utilizing our CRM tool MS Dynamics;

Establish an excellent client satisfaction;

Region: Belgium;

Preferable living place: Vlaanderen

Your skills:

Passion for customer service;

Deal with corporate politics;

Enthusiastic about sustainability;

Dedicated, decisive and result-driven;

Excellent organizational skills and an eye for detail;

The ability to negotiate and build an extensive relationship with production partners and customers;

You are a team player but you can also work independently.

Knowledge & Experience

2-3 years of experience in a similar (commercial) position, BtoB clients, preferably industrial customers (chemical, pharmaceutical, industry,...)

A Bachelor/ or Master degree;

Affinity with the packaging industry and technical solutions;

Preferable living area: Vlaanderen

Networking and building relationships come natural and you understand corporate politics;

Sustainability is in your DNA;

Strategic and consultative value selling;

Good Microsoft Office skills and experience with CRM software;

Excellent knowledge of English and French language in both word and writing;

Researching and having proactive strategy.

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