

Partner Manager

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Company: Exact

Location: Belgium

Category: computer-and-mathematical

(Sr.) Professional Job Belgium, Brussels Sales Belgium

As Partner Sales Manager, you will implement a plan to generate additional business by selling new solutions from the Exact portfolio.

This = the job you aspire to

Your primary focus is on creating and implementing strategies for revenue growth per partner and closing deals. There is a great challenge to let the partners grow commercially by deploying new solutions. In doing so, you play a crucial role in selling, guiding and training the partners. You are responsible for achieving the commercial goals. The following tasks as Partner Sales Manager are:

Create and execute commercial strategy per partner

Execute and participate in go-to-markets

Partner enablement (knowledge, certification, support)

Weekly forecast meetings

Closing deals (with partners)

This = what you bring

With us, you can be yourself and we like to discover what makes you stand out. For the Partner Sales Manager position, it is useful if you have the following qualities, namely;
Excellent command of the Dutch and French languages

Knowledge a financial SaaS solution is a plus. Knowledge of Exact online is better!

Commercial and customer-oriented attitude

Ambitious and entrepreneurial

This = what you get

The balance between exertion and relaxation is very important to us. Clearing your head for a moment and then throwing yourself back into your daily tasks with renewed energy. You will join a rapidly growing organisation where you are given the space to take initiative and grow. And of course, that's not all. As Sales Manager indirect business, based on 38 hours per week, you can also count on:

A gross monthly salary appropriate to your knowledge and work experience

A bonus (Personal Target Income) and 13th month

Company car, telephone and laptop

Group and hospitalisation insurance

4 extra-legal holidays and also seniority days, at Exact you build up one seniority day per year (i.e. you receive one extra day of leave per full year of employment with a max of 5 extra days)

3 CSR days, you can spend these days on a charity of your own choice

Meal vouchers of EUR 8 and eco vouchers

Group and hospitalization insurance

The best training and coaching to develop you personally and professionally

Driven and ambitious colleagues with an eye for each other and a passion for technology

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