

Sales Executive

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Company: Codit

Location: Belgium

Category: other-general

About the Job

At Codit, we want to help the world become an even smarter place. By creating customer cloud solutions that make the world's data work better, we support our customers to evolve, and touch the lives of millions across the globe.

In this role, you'll prospect clients, build a great pipeline and ensure deal closing by helping organizations to translate their business goals through concrete technology projects, in partnership with Codit.

At Codit, you'll never have "just another day at the office". You'll take on a large amount of responsibility, meet with c-level clients, and work with an amazing team.

Your responsibilities will include

Developing an Account Plan for your list of targeted companies, and then driving the successful execution of that plan.

Prospecting, building the pipeline and selling Codit to mid-sized and large organizations via your own effort and through esteemed partners like Microsoft.

Engaging with multi-stakeholder prospects to position Codit's strong value proposition and ensure deal closing.

Keeping a disciplined approach to CRM and updating account and deal records accordingly.

Developing and delivering convincing sales proposals to prospects.

Translating software and features into the right business value for organizations.

Working toward quarterly targets and constantly trying to beat them.

We'd love to welcome you to our team if

You have 5+ years of experience working as a Sales Executive in the technology industry.

This could be in SaaS or Solutions, or in an enterprise environment.

You are persistent and resilient.

You are a natural "hunter" and comfortable negotiating with and talking to high-ranking executives.

You are experienced in managing multi-stakeholder sales cycles and closing sizeable deals.

You know how to sell business value to stakeholders, but are also confident in more technical meetings, with or without colleagues with such expertise by your side.

You know how to create an internal deal team for large prospects.

You are fluent in Dutch, English and/or French.

You have great relationship-building skills and enjoy working within a team-selling environment.

You are an ambitious self-starter who wants to be involved with one of the best-performing technology integrators in Belgium.

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