

Sales Manager

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Company: INSIGHT TECHNOLOGY SOLUTIONS AG

Location: Belgium

Category: other-general

Insight are seeking a **Sales Manager** to join our sales team. This is a unique opportunity to join a new and growing team with the benefits of a well-established business. Covering a geographic territory across Belgium you will be selling Insight's full range of solutions and services.

Key Responsibilities:

Managing a team of Sales People.

Managing and motivating the team to promote teammate satisfaction.

Managing and maintaining relationships with key clients.

Participate in sales leadership team meetings and cross-business initiatives and conduct team meetings regularly to drive key objectives and continuous improvement initiatives.

Ownership and responsibility for tender response preparation and submission.

Essential Experience/Skills:

Demonstrates extensive client facing sales experience.

Fluent Dutch and English languages.

Fully conversant with Microsoft Office 365 (such as Teams, Outlook, Excel, and Word).

Ability to build excellent client relationships and offer value added, strategic insight into their business.

Ability to engage and influence a range of internal and external stakeholders, at a senior level, with credibility and confidence.

Demonstrates previous IT sales experience including high achievement of IT sales in a high pressured sales environment.

Experience in managing a team of people.

Insight is a Fortune 500-ranked global provider of hardware, software, cloud, and service solutions, providing clients the guidance and expertise needed to define, architect, implement and manage technology today while transforming for tomorrow.

We believe that by giving you the freedom to think big and empower you to reach your full potential, together we will achieve the best outcomes. Along with excellent benefits and a compelling reward package, we offer the opportunity to work in a supportive environment with a high level of autonomy and creativity - there's a reason our average employee tenure is over 6 years.

#LI-FO1

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