

Senior Account Manager Antwerp

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Company: Telenet

Location: Belgium

Category: business-and-financial-operations

Your tasks as Regional Account Manager for Antwerp :

As regional account manager, you are the go-to person for the SME market in Antwerp. By expanding your network and looking for opportunities, you become the point of contact within the region for companies with 20 to employees who are looking for the right telecom solution.

Furthermore, you will be responsible for:

- o Spotting opportunities and turning them into sales. You actively seek out new business customers within your region.
- o Advising and guiding customers to the right solution. By listening carefully to, and understanding the customer demand, you can provide them with the right products and solutions from our range.
- o Reporting your activities for proper follow-up.
- o Following up on a growing customer portfolio. You derive immense satisfaction from establishing new contacts and maintaining relationships.
- o Guiding customers through the digitalisation process. You will visit them to capture their needs and present our answers.

What we have to offer

You will join a company that invests in you and adapts your working environment to your needs. This allows you to develop while taking care of your work-life balance. What else do we throw into the fray?

- o You are given every opportunity to further develop your expertise. We stimulate your

personal growth with internal mobility opportunities and extensive learning possibilities, but give you just as much chance to press the pause button after a while or to go in a completely different direction.

- o A varied job in which you achieve tangible results and make your mark.

- o A competitive gross monthly salary that we complement with a lot of fringe benefits, such as meal vouchers, a telephone and subscription, discounts on our Telenet products, an insurance package,...

- o The fine company of colleagues who are just as passionate as you.

- o Because of our hybrid way of working, you alternate client visits with home work. You come to the office to connect with your colleagues, for brainstorming and meetings.

Our ideal regional account manager for Antwerp is:

- o A sales profile at heart with a minimum of five years of sales experience with an affinity for technology and digitalisation.

- o Someone who can think and act at bachelor level. Whether you actually have that degree is less important.

- o At home in a B2B environment, having previously worked in a commercial role for the SME market.

- o Customer-oriented and proactive. You hear about a potential prospect and immediately take action.

- o Results-oriented. You get satisfaction from closing deals and finding new customers.

- o You read, speak and write Dutch and English fluently. French is an asset.

Applying for a job? Good idea!

Fancy a job with content and variety? Become a Regional Account Manager at Telenet Business. Apply now. Three-two-one ...

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