

# Belgium Jobs Expertini®

## Strategic Sales Specialist

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Company: Adobe

Location: Belgium

Category: other-general

### Our Company

Changing the world through digital experiences is what Adobe's all about. We give everyone—from emerging artists to global brands—everything they need to design and deliver exceptional digital experiences! We're passionate about empowering people to create beautiful and powerful images, videos, and apps, and transform how companies interact with customers across every screen.

We're on a mission to hire the very best and are committed to creating exceptional employee experiences where everyone is respected and has access to equal opportunity. We realize that new ideas can come from everywhere in the organization, and we know the next big idea could be yours!

### CONTENT SUPPLY CHAIN SALES SPECIALIST

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### **The Opportunity**

We are currently recruiting for a Sales Specialist (solution salesperson) for our Belgian or Dutch market, part of the Digital Experience Cloud sales family, to be based in Amsterdam or Brussels. The role will provide focus on Adobe's Content Supply Chain solution to fuel Experience-Led growth for our customers as well as Adobe Commerce. The daily activities are associated with corporate strategic selling in key accounts, as well as driving new business in existing client organizations. You can expect to be working very closely with the respective account directors. Marketing, inside sales, consulting and presales teams support you to develop new value propositions, build awareness and reveal new sales opportunities. Our most successful Sales Specialists take a consultative approach and are looked upon by our customers and partners as trusted advisors. This, combined with the support received from our trusted partners and internal organisation, make this an ideal opportunity for professionals in the sales community or a solution consultant that want to work in sales, to build on their existing track record with an incredible success story.

### **What you'll Do**

The Sales Specialist will be responsible for developing business on the portfolio of strategic accounts

Responsible for selling Adobe's Content Supply Chain solution including but not limited to: Adobe Experience Manager, Workfront as well as Adobe Commerce.

Develops a sales plan to reach sales quota and executes for current customers

Builds and maintains an accurate and predictable monthly forecast

Assists with the development of new sales initiatives and presentations

Reviews market to resolve customer needs and reports back changing market conditions to management

Works in close collaboration with key account directors, presales and partners

Develops and maintains long lasting senior-level relationships within target accounts

Identifying new venture opportunities for the company's products and services,

Improving the corporate reputation and visibility in the Netherlands, Belgium, and Luxemburg through promotion of Adobe's solutions and industry expertise

### **What you need to succeed**

Evidence of experience in digital marketing software sales, preferable within CMS, DAM, Workflow management, eCommerce (7+ years experience)

Knowledge of content strategy and IT transformation programs

Carried a personal annual target of at least \$1M USD

Track record of achieving/exceeding sales quota and market share goals

Shown success in multi-level selling to business, IT and C-level executives.

Be able to work with prospects to understand their business requirements and value models

Skilled Solution seller with proven track record on value-based proposals to build an outcome where everybody wins

Able to work in close partnership with Account Executives, in order to drive revenue

Outstanding communication, presentation, and negotiation skills (verbal and written)

Self-motivated, structured and focused

Bachelor's degree or related area

Able to maintain a high level of efficiency and work successfully in a fast-paced, collaborative and team-oriented environment.

Fluent in English, Dutch is highly recommended.

At Adobe, you will be immersed in an exceptional work environment that is recognized throughout the world on Best Companies lists. You will also be surrounded by colleagues who are committed to helping each other grow through our unique Check-In approach where ongoing feedback flows freely.

If you're looking to make an impact, Adobe's the place for you. Discover what our employees

are saying about their career experiences on the Adobe Life blog and explore the meaningful benefits we offer.

Adobe is an equal opportunity employer. We welcome and encourage diversity in the workplace regardless of gender, race or colour, ethnicity or national origin, age, disability, religion, sexual orientation, gender identity or expression, or veteran status.

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