

**Sales Advisor Veeam & VMWare**

**Belgium**

**Permanent contract**

Would you like to work in an international company with growth en stability? A position that will challenge you every day, and where you can use your talents in Sales and advising?

Off course with a nice salary and extra benefits like a car. Then you are the person we are looking for!

The sales Advisor is responsible for driving and co-owning PDI sales, business development, and marketing activities for a specific theme (Veeam and VMWare) or publisher domain within his/her assigned region. The role functions as a partnership with the primary account manager and as a result is not limited to traditional "overlay role" restrictions, the Sales Advisor is expected to take a consistently proactive approach to developing new business in the region and help existing customers with any questions relating to a strategic theme or publisher. The Sales Advisor is the publisher lead in the region for pre-sales (both transactional and professional services) customer engagements and sales enablement for the respective region. The role also serves as the liaison between the assigned sales team, customers and publishers and distributor. The Sales Advisor works close with the Solution Specialist to transform our traditional resell to a managed service.

Is responsible for providing an advice based upon the best solution connected to the applicable specialism. Working closely together with the Consultants and Advisors in an independent way regarding our publishers. This role implies setting up and presenting the advice to the customer, development of portfolio, informing the organization of our customer, supporting Sales and securing knowledge regarding the applicable specialism. The Solution Advisor is responsible to maintain an advanced level of knowledge of all services and products of the applicable publisher or themes. The Solution Advisor is expected to take a consistently proactive approach in developing business in his specialism.

Is responsible in his role as a senior for coaching and guiding the less experience PDI employees.

Can translate the needs of the customer into the best solution for the customer. Covering our strategic renewal business with our customers. Face to face advise to optimize, manage and maintain their current contracts.

### **Key Responsibilities:**

- **Sales/Advise (Publisher or theme)**
  - Executing all necessary actions in order to deliver an overview of the current and desired situation for the customer based on strategic theme or publisher. Create a business case for the customer
  - Covering our strategic renewal business, upsell, cross-sell or cost improvement
- **Customer facing**
  - Create or qualify all opportunities together with the customer onsite.
  - Help our customer transforming and innovate their IT environment based on our strategic themes and/or publishers.
  - All levels, IT Management / DMU
  - Partner with customer
- **Portfolio development (Theme)**
  - Initiate new opportunities based on our current portfolio or add new technology/publisher to our portfolios to stay relevant for our customers. Advise management in a proactive way about publisher solutions, services and technical/strategic innovations.
  - In collaboration with the Solution Specialist qualify leads and mapping them to our own managed services
  - Strategic mindset, anticipating on market chances and customer needs
- **Sales Support**
  - Qualify opportunities (theme or publisher)
  - Create an advice/business case
  - Present the business case to the customers
  - Close the opportunities
  - First line of contact for theme's or publisher related questions
  - Renewal support
  - Creating Co-sell campaigns
- **Publisher Management**
  - Actively build and cover the relationship with our strategic publisher on all levels
  - Build a strategic business plan including kpi's per publisher
  - Create new opportunities based on their portfolio
  - Maintain and improve our current partner status
  - Cover all necessary certifications/exams
  - Marketing in cooperation with our Marketing department
  - Initiate Business development
  - Liaison between publisher, product management and technical services lead to add their solution to our strategic services.
- **Knowledge sharing/covering**

- Inform the organization about our strategic theme's and publishers
- Train the organization to spot and qualify PDI business
- Interviewing applicants
- Contribute to the development of the employees in the team as well as within the organization about PDI knowledge
- Encourage people to take their own responsibility and act when needed as well as addressing colleagues when necessary.

## **Coaching**

- Guide less experienced employees as a mentor
- Transfer knowledge
- Train employees PDI and Sales
- Help Team leader to create and execute strategic business plan
- 4+ years of experience with IT
- Good knowledge of the applicable specialism and fully aware of the current and future business goals in the market
- Broad knowledge of and competences to work out an end-to-end solution in a commercial way based upon the goals of the customer
- **Proficient in Dutch, French and English language.**
- Ability to present the unique proposition commercially and in substance to the customer
- Valuable partner for the higher management and decision makers
- Ability to advise and negotiate on a strategic level
- Fully informed about current development within the applicable specialism
- Having a relevant network with technology vendors and distributors thus having access to best practices and expertise.
- Theme's knowledge
- Publisher knowledge, functionalities, licenses, contracts and solutions
- Face to face customer experience on DMU level
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- **Soft Skills:**
- Solution Sales Relation Management Skills
- Excellent Presentation Skills
- Social skills, relation management
- Business outcome knowledge
- Able to talk at business/DMU level
- Management skills
- Coaching skills

**Would you like to have more information? Contact us soon  
info@abc-recruitment.be**