

**Senior Account Manager**

**Brussels**

**Permanent contract**

We want you to help us grow. Your passion for sales will be obvious and your skills will show through your career. Your activities will have a real impact on our business. We'd love you to help us expand on our already substantial growth and expand your own experience.

- Working with a team to develop an overall territory account plan and maximize opportunities to generate sales and services activity with customers, partners and publishers
- Lead negotiations, coordinate complex decision-making processes and overcome objections in order to maximize opportunities
- Manage a virtual team around deals and delivery to achieve/exceed monthly sales targets and net profit quotas
- Show insight to our customers and partners regarding software publisher contracts and optimal usage of agreements
- Evaluate software contract spend and utilization in a given organization in order to optimize spending patterns, technology usage, and implementation strategies.
- Develop strong knowledge of industry trends by developing proactive professional relationships with software publisher representatives
- Be the field resource to customers and partners for leading industry volume license offerings from top publishers
- Provide leadership and licensing and IT services knowledge to customers and maintain a strong presence in the software industry community
- Generate opportunities for meetings with key decision making personnel to drive the sales process forward.

## **Job Requirements**

- Professional sales experience in high-tech or service-related industries, preferably software sales and software licensing experience
- Proven solution selling experience with an emphasis on strong account and territory management
- High level of knowledge of internal organization working and Information Technology trends
- Ability to build relationships and quickly develop trust with C-level executives
- Proven track record of consistently exceeding corporate objectives and quotas
- The ability to thrive in a fast-paced sales environment
- Highly motivated, results-oriented with strong skills in presenting, communicating, organizing, multitasking and time management
- Solid problem-solving and consultative skills
- Higher education preferred
- You speak fluently French, Dutch and English
- Knowledge of Software Licensing and Software Asset Management will definitely impress us

**Are you interested for more information?**

**Contact us [info@abc-recruitment.be](mailto:info@abc-recruitment.be)**