



## **Senior Sales Manager HCM/Payroll Belgium**

Belgium and Remote work from home

Permanent

### **The Role**

The Sales Manager role is Belgium based with the aim of identifying and cultivating new prospects with 5,000 or more employees in your territory, cross-sell solutions to existing clients and effectively close sales with the support from a cross functional team of solution architects, pricing analysts and implementation specialists.

### **The Responsibilities**

- Develop and execute tactical and strategic sales strategies that leverage existing client relationships, drive win plans that capitalize on, or create, compelling events and highlight the Solutions differentiation to ultimately win the business
- Develop and articulate compelling value propositions for our services with our clients
- Reach or exceed assigned sales goals
- Drive Belgian and multi-country deals in clearly defining the winning approach.
- Close collaboration with both pre-sales and delivery teams.
- Develop accurate sales forecasts for assigned accounts
- Work with account teams to mine existing clients to cross sell other Alight solutions and expand referral business



- Meeting and exceeding a specified sales quota, set by the Belgian Sales Country Lead,
- Directly interact with customers and prospects to position the value of solutions and Services as supported by ROI, business case development, references, and supporting analyst data
- Develop a commercial network inside and outside the business at senior-level relationships (Director, VP, CIO)
- Develop and execute on prospecting strategies for new client logos
- Ensure all sales and pipeline data is accurately recorded in appropriate company systems

### **Key accountabilities**

- Drive complex opportunities from inception to contract negotiations and deal closure or Services Commencement Date
- Ensure all sales and pipeline data is accurately recorded in appropriate company systems
- Share sales best practices in order to drive continuous improvement in sales across the organization
- Independently prospect the assigned territory list.

### **The Requirements**

- Master or Bachelor degree or equivalent experience
- Several years of consultative sales / business development experience in IT/ERP sector, ideally Outsourcing Sales Experience,



Human Capital Management Sales, HCM, HR or Workforce Management

- Understanding of SAP / SuccessFactors / PeopleSoft / Workday functionalities
- Established track record of success leveraging a hunting mentality
- Very strong communication and convincing skills up to C-level (written/verbal/presentation)
- Ability to work independently and as part of a team
- Demonstrated field sales experience developing sales pipeline and closing business
- Strong sales acumen and proven track record of meeting or exceeding established sales quotas, including assigned revenue, profit and signing targets
- Proven experience building relationships with C-level and senior level executives (examples, HR Exec, CFO, CIO)
- Strong consulting and relationship building skills that foster excellent client relationships
- Experience and ability to profile and qualify effective business opportunities for the Company
- Fluent in Dutch and/or French and English (written and spoken)
- Travel is primarily local during the business day, although some out-of-area and overnight travel may be expected.

**If you are triggered with this great opportunity, contact us  
info@abc-recruitment.be**