

INDUSTRIAL SALES ACCOUNT MANAGER - Belux

At CHG-Meridian we offer unique solutions for the financing and management of IT, healthcare and industrial technology. That's how we keep our customers business at the forefront of technology, while reducing costs and minimizing workload. More than 12.000 customers across 29 countries trust us with their technology investments.

Whether our customers want to be equipped with new laptops, mobile phones, forklifts, robotics or MRI machines, we guide them through the entire lifecycle. Taking care of everything from consulting, procurement, financing, preparation, deployment and maintenance to the certified deletion of data, refurbishment and remarketing. By avoiding, reducing or offsetting all CO₂ emissions generated by our business activities, we achieved carbon-neutrality in 2021 and we strive to support our customers achieving the same objective.

As Industrial Account Manager you will be(come) a trusted advisor when it comes to full-service Industrial Technology investments. **With a specific focus on the material handling equipment (MHE), robotics and automation and smart warehouse logistics** With existing customers, your aim is to increase satisfaction by understanding their current and more important future needs, in doing so expanding projects. For potential new customers, you generate opportunities to build up a sustainable portfolio. To achieve this goal, you actively build and maintain an internal and external relationship network. You know how to translate customer wishes into solutions and services. You identify opportunities and risks and strive for long-term relationship with the customer.

When it comes to maintaining a good relationship with our partners, you are a natural. In your role you will be dealing with people from all levels, ranging from purchasing managers to CFOs.

We have plenty of room for you and your ideas. We need people who can tackle new challenges with integrity, ownership and a passion for Industrial Technology solutions.

We offer a dynamic and people-oriented environment, with focus on efficient communication, respect and an open-door policy. We drive a motivating work atmosphere that recognizes and rewards results as well as people. Moreover, it is an interesting and challenging job within a long existing organization. The Belux business can count on 42 experienced colleagues, all of them eager to meet you and support you in onboarding.

We offer performance based competitive remuneration with a complete package, flexible working hours, mobile working and room for growth and personal development.

You are completely convincing if you have/are:

- 3 to 5 years of work experience in Industrial Technology or industrial finance market
- Experience in the target focus area of MHE, robotics, automation, smart warehouse logistics is considered as a plus, but not a must
- Proven solution sales approach, able to demonstrate individual concepts
- A clear sales DNA, a good analytical mindset and a strong affinity with industrial technologies
- Experience of dealing with / winning business with large (1m € plus) and mid-size account customers (250 to 500k€)
- Strong commercial skills, negotiating and closing
- Commercial acumen – Adept in deal construction
- Understanding of the financing of capital equipment would be considered a bonus
- Open and friendly in approach
- Desire to work closely with customers and colleagues
- Confident in presenting and negotiating at all levels within the sales cycle
- Strategic thinking and market knowledge
- Confident in working with MS-Office, especially Excel and PowerPoint
- Please note: we will hire for attitude and train for skills and knowledge

Fitting in will be easy if you are:

- A problem solver
- Eager to learn new things
- Enthusiastic and full of team spirit

You want to join our team?

We are happy to receive your application directly via e-mail
dominique.demaesschalck@chg-meridian.com.

If you have any questions, please contact our P&C department directly. Your contact person for this job advertisement is Dominique De Maesschalck – People & Culture Manager (Tel.: +32 485 46 58 91).