

Sales Executive - Antwerp

For our client, a innovative IT company located in Antwerp, we are looking for a Sales Executive. The company is the driving force behind their Microsoft recommended ERP platform for energy and utility providers worldwide.

Why is this job something for you?

- You will be part of a leading, innovative company where you keep on track with the latest technology.
- You will work within a dynamic team of colleagues who encourage initiative and entrepreneurship.
- You will encounter a team culture that is based on trust and where continuous growth is naturally encouraged.
- You can count on an attractive salary package: a brand company car, insurance, portable pc, iPhone, internet connection, etc. that you can adapt to your needs (you can exchange part of your 13th month for a lease-bike, iPad, extra vacation, ...)

What are you going to do ?

- As Sales executive you will look to expand the clientele in their competitive supplier segment Utility & Energy with a focus on Europe.
- You implement an effective sales strategy according to company goals and objectives, aiming to accelerate growth.
- Focused both on financial gain and customer satisfaction, you analyse the market and detect the right opportunities and leads.
- To acquire a new customer, you collaborate with your tech colleagues to analyse the client's needs and tailor our software ERP solution.
- Additionally, you build long-term trusting relationships with clients by responding to their queries in a timely manner and by delivering an excellent customer experience.

Who are we looking for ?

- Commercial/ sales support experience and network within the energy & utility market is a must.
- Experience within enterprise software / IT sales and with SaaS as a big plus.
- As a digital native you're passionate about business efficiency & innovation.
- You combine strategic thinking with a hands-on approach and you're ambitious with a contagious drive.
- You love a start-up environment where growth is core to our organization.
- Besides Dutch you also speak very good English.
- Regular travel within Europe is no problem for you.



Apply ?

This can easily be done by email on info@clearskyselection.be

For more information about this opportunity, you can always contact Koen Van Hoyer - manager at Clear Sky Selection on telephone number 0499-593046 or via the above email address.

If you apply, you agree to the privacy policy of Clear Sky Selection: <https://www.clearskyselection.be/privacy-regeling>