

2 Account Managers (m/f) NL/FR (Brussels region / Flanders)



ANS NV SA is a successful network equipment reseller/distributor since 1996 with locations in Belgium, Luxembourg, France and Spain.

Our HQ is located in Saintes, near Halle (5 minutes driving distance of R0, Brussels Ring). We successfully sell, deliver and implement new and refurbished, network and datacenter solutions to mainly medium and large companies and organizations in Benelux, France and Spain.

Our solutions portfolio includes routers, switches, cables and converters, as well as smart, green and/or remote connectivity solutions such as KVM's, CWDM/DWDM multiplexing, optical connectivity and managed datacenter power delivery solutions.

We are urgently looking for:

Account Manager (m/f), working from our HQ based office in Saintes

Description of the ideal candidate:

- Account Management of existing customers as well as prospecting new customers
- Ideally both hunter and farmer
- Capable and efficient in cold calling and getting into new accounts
- Able to explain the advantages of ANS (technical) solutions and services and translate these into customer business and or efficiency and operational advantages
- Capable of managing its own agenda, making sufficient qualitative appointments
- Self-starter and auto motivating
- Positive mindset with a creative commercial flair
- Capable of upselling/cross selling, as well as creating/finding projects within existing accounts
- Trustworthy, stable and knowledgeable
- Capable of quickly gaining sufficient commercial (and basic technical) knowledge of our solutions as well as actively following up on new technical/commercial and/or regional developments
- Must be capable of working unaccompanied as well as in team
- Capable of regular realistic reporting and forecasting
- Ideally living in the Brussels region
- Mother tongue Dutch/Flemish and French are required while basic business English is highly appreciated.

For the right candidate we offer:

- Company car
- Mobile phone budget
- Group insurance plan (DKV)
- Meal vouchers
- Interesting remuneration with a stimulating incentive plan

If you are interested, please write an email with your latest CV and motivation letter to: benoit@ans.be