



International Account Manager DACH (German speaking)

We are looking to expand our business in Germany, Austria and Switzerland, so if you want to jump on the high speed train of BE Networks, we will help you develop your sales skills to a senior level in no time, through dynamic and powerful working environment.

Next to a firm syllabus of product and market knowledge, taught by different members of the company's management, you will enjoy a tailored program of 1-1 sessions and team trainings.

Sales- and account management is a lot about interpersonal skills and getting along well with your surroundings. The BE culture therefore, is also about showing you around town and having a good time during -and after- business hours.

With your eagerness and our support, you will be a significant asset for our company in no time. As soon as you are fully prepped, the floor is yours and you can make your next steps through account- and sales management, embodying the BE spirits as a true leader.

You will:

- Be in direct contact with customers/prospects by telephone and e-mail to introduce our products and/or services.
- Co-create and identify business opportunities together with your customers and/or prospects.
- Follow up on all aspects of your sales cycle.
- Be the single point of contact for your customers.
- Educate yourself continuously in product knowledge and customer service.
- Develop and maintain a stable sales record throughout the year.
- Report directly to the Sales Manager in Belgium.

Requirements:

- 0-3 years of relevant experience
- Excellent communication, both verbal and written in German and English
- Eagerness to learn
- Interest in our business, products and customers
- Result-oriented mindset and genuine curiosity
- Perseverance and discipline
- Good sense of humour
- High energy levels