



## **Traineeship International Account Manager German Speaking**

### **Who will you be working for?**

BE NETWORKS is a leading distributor of both refurbished and new Cisco- & Juniper equipment throughout EMEA and the USA. We take pride in offering high value hardware solutions based on an effective mixture of previous-generation network parts and brand new products sourced from overstock. This way we can assist both buying and selling parties. Our partner base contains some of the world's largest Internet Service Providers such as Vodafone, UPC, Telenet & Proximus on the one side and small to large organizations in all possible business markets on the other side.

We are looking to expand our business volume in Germany, Austria and Switzerland, so if you want to board the high speed train our company is, we will help you develop your sales skills to a senior level in no time.

The sales department of BE Networks is a boiler room of international profiles, serving customers all over the world with 'out-of-the-box' network solutions. Our customers benefit from a unique supply chain of excess stock and used products, built on solid partnerships we have with the world's largest Internet Service Providers. Adding a first-class, fully compliant and custom-made refurbish process to this diversifying business model, makes us the indispensable distribution partner we are today.

### **What will you do?**

We offer an intensive 6 month period, educating you to an experienced, self-confident, cash earning Account Manager. Coached by colleagues who went through the same track and a dedicated team leader, you will learn and experience all different aspects of the sales cycle, while developing product- and market knowledge at the same time.

The HQ is located in Belgium and you will be joining our office in Schiphol. The first 6 months, we will make you think, act and close deals just like our senior internationals are successfully doing today.

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

Sales- and account management is a lot about interpersonal skills and having a good time with other people. The BE culture therefore, is also about showing you around town and having a good time during- and afterhours.

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.
- cocreate 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.

### What do we expect from you?

- eager to learn
- thirst to reach & exceed targets in order to score uncapped monthly bonuses
- good communicator, both verbal and written in English and German.
- unconditional effort
- healthy curiosity
- interest in our business, our products and our customers
- perseverance
- discipline
- good sense of humor
- high-level of energy
- creativity

### Information about the employment:

- **Country** Netherlands
- **City** Schiphol
- **Number of employees** 30
- **Average Age** 29.5 years
- **Employment** Traineeship
- **Duration** 6 months with the possibility of becoming permanent
- **Required Languages** English and German is a must. Other languages are a plus
- **Work experience** Starter/Young Professional
- **Compensation** OTE € 3.333,00 monthly + uncapped commission