

Our client is active in the technology sector, known for its innovative solutions that drive business transformation. As a global leader, they prioritize sustainability and social responsibility, making a positive impact in communities worldwide.

To ensure the growth of our client, we are looking for an **Account Manager**.

Account Manager (M/F)

RESPONSIBILITIES

As an Account Manager, you will be responsible for:

- You are in daily contact with industrial customers, utilities, manufacturers... and analyze specific customer needs. You work from the office in Zaventem and/or at home.
- Based on your technical expertise, you provide support for the product range and offer service solutions.
- In collaboration with the sales team and other departments, you develop tailor-made proposals for the customer.
- You coordinate the preparation of quotations and cost price calculations for service orders and contracts.
- You conduct the necessary commercial negotiations with customers in consultation with internal stakeholders.
- You transfer the incoming orders to the assigned production unit or repair workshop.
- You also provide support to your fellow Account Managers.
- This position reports directly to the Sales Manager Benelux.

PROFILE

- You have a higher technical diploma and have an affinity with electricity (high voltage).
- Relevant customer-oriented experience in a technical environment (with industrial equipment or projects) is preferred. Experience with transformers or high-voltage equipment is a strong plus.

- You combine technical insight with a strong customer-oriented attitude.
- You are an enthusiastic team player who wants to achieve great results together with colleagues.
- Fluent knowledge of Dutch, English and French. Good knowledge of current SW tools.

OFFER

- The opportunity to join a company with a worldwide reputation in its sector.
- A full-time job with a permanent contract and a competitive compensation package salary in line with your experience.
- A pleasant working environment and the opportunity to join a dynamic team on a human scale.
- To take part of innovative project within an international company.
- Work from both offices (Zaventem) and home.

INTERESTED?

Please send your CV together with an adapted cover letter to recruitment@pahrtners.be.

YOUR APPLICATION AND
RELATED INFORMATION WILL REMAIN
STRICTLY CONFIDENTIAL.