

Job description

Senior Software Sales Consultant BeLux

To lighten the text, the masculine prevails but is used without regard to gender.

Objectif Lune is looking for an experienced hunter with proven sales results for Business Development of both partner channel and direct customers in Belgium & Luxembourg.

Position overview

The Senior Software Sales Consultant maintains the relationships with existing (mostly) hardcopy partners while pursuing a new SI/VAR/ERP channel in line with OL corporate strategy. Reporting directly to the General Manager, the SSSC is responsible for selling and supporting OL's complete product and services offering. Focusing on existing and new direct customers with high-value and strategic growth potential in pre-defined verticals with marketing support and face-to-face meetings.

Key responsibilities

Grow OL's market share in traditional Output Management and the new Customer Communication Management solutions in BeLux for existing and new accounts.

- For partner channel:
 - Assist partners in the solution selling of OL software and services
 - Build a relationship with the sales force and assist where required including face-to-face end-user meetings and organizing pre-sales support by OL PSO group.
 - Strategic planning of partner competences for training, marketing and incentives with management (OL House model)
 - Periodically set and measure pre-set goals with the partners
- For direct business:
 - Develop customer account plans and clear action plans for success
 - Penetrates direct accounts for selling new or additional products or services; and/or
 - Finding additional buyers within the accounts; and/or
 - Selling additional customer locations.
- Proactively manages customer' satisfaction and services delivery with the Project Manager by anticipating potential service problems, and monitoring satisfaction.

Accountabilities and performance measures

- Achieves assigned sales quota.
- Follows management guidelines and processes for reporting activities such as but not limited to MS CRM systems and order deliveries.
- Completes required training and self-study objectives within the assigned time frame.
- Work according to OL corporate and professional standards with respect to colleagues, customers other humans and nature.

Education and experience

- Minimum of five (5) years proven sales results with a record of achievement as a hunter.
- Sales experience in consultative selling cycles in business-to-business and large/strategic accounts. Preferably software solutions or complex products.
- Relevant college degree in Commercial trade and/or Computer science or equivalent.
- PC proficiency and good knowledge of IT system terminologies in ERP/CRM environments.

Profile

- Native French and fluently bilingual (Dutch & English), oral and written
- Customer and result oriented attitude
- Passion for selling including cold calling
- Ability to understand businesses and their needs
- High adaptability and desire to learn continuously
- Comfortable to work in a result driven environment
- Attention to details, autonomy and efficient resource planning
- Fluency in communications and interpersonal skills
- Travel to customer' premises
- Valid driver's license and EU passport

Location and work schedule

- Mostly on the road, sometimes home office and regularly at OL offices in the Netherlands (Zoetermeer & Ede)
- Flexible hours which may be influenced by travel in the Benelux
- Living around Antwerp – Brussel area

Compensation

A market standard compensation package including fringe benefits such as representative company car also for private use, notebook, smart phone are offered based on your experience. None capped commissions are part of OTE salary.

>>> IMPORTANT - Before you apply

The applicant MUST attach to his curriculum vitae a cover letter, in English or in Dutch, in which he will avoid standard wording and address at least the following questions:

1. What are the most interesting elements of this job?
2. What should we know about you?
3. What are you salary expectations?

The applicant may of course also deal with any other relevant topics. The cover letter is a preliminary test that will allow us to determine if the applicant is able to comply with some specific requirements. A psychological test may be part of the application process.

Interested in applying?

Send your cover letter and curriculum vitae at hr@nl.objectiflune.com