

## Account Manager IT Solutions

Are you someone who gets energy from building new relationships and spotting opportunities others might miss? Do you enjoy connecting with people across the world and turning conversations into long-term partnerships? Then this might be a place where you'll feel right at home.

### Samenvatting

Locatie: **Nijmegen**

Dienstverband: **32-40 uur**

Salaris: **Bekend bij SelectieTeam**

### What you will do here

In this role, you'll help grow international client relationships around global IT solutions and services. Your focus is on developing new business while also strengthening existing accounts.

You'll spend a lot of time speaking with prospects and clients, following up on leads and exploring where new opportunities might be hiding. Together with your team, you make sure customers get the right solutions while keeping a clear overview of your activities in the CRM system.

Your work revolves around building relationships that last.

### Responsibilities

- Follow up on leads and identify new business opportunities
- Convert prospects into long-term clients
- Maintain and grow existing accounts
- Identify future growth opportunities with clients
- Manage sales activities in the CRM system

### What your workday looks like

No two days are exactly the same, but this gives you a good idea of the rhythm. You stay in close contact with your team throughout the day. You speak with prospects and clients, follow up on leads and work on building strong relationships. In between

conversations you keep your sales activities up to date in the CRM. There's also time to connect with colleagues, including teammates working from other countries. And along the way, you keep learning, improving and sharing ideas that help the team move forward.

## **Where you will work**

You'll join an international organization focused on global IT infrastructure deployments and services. Clients rely on one central point of contact for projects that can span multiple countries.

The team works with customers all over the world — sometimes in places you'd expect, sometimes in locations that are far less obvious. This brings an international dynamic and close collaboration with colleagues in different countries.

The culture is open, energetic and forward-moving. People take ownership, share ideas and enjoy building something together. You'll find colleagues who like to move fast, think ahead and support each other along the way.

## **Who we are looking for**

- 3 to 7 years of relevant work experience
- Excellent written and verbal communication skills in English
- Ability to think and operate at Master level
- Comfortable working towards targets
- Confident reaching out to people via phone or online

## **What you can expect**

- Competitive salary with commission and 8% holiday allowance
- Permanent contract from the start
- Pension plan with a 15% premium (50/50 employee/employer split)
- Training and development from day one
- International team with colleagues across several countries
- Flexibility to create a healthy work-life balance



**SELECTIE  
TEAM**

---

- Workplace with perks such as a company gym and lunch plan
- Team activities with an energetic and positive group of colleagues

## **Curious?**

Feel free to contact David via 06 13093360 if you have any questions.