

Arcadiz is looking for an

# ACCOUNT MANAGER

who will partner with our customers and ensure their long-term success

## ABOUT ARCADIZ

Arcadiz is a dynamic enterprise specializing in high-end services and customized systems design for the European carrier, cellular, ISP and enterprise marketplace.

With offices in Belgium and The Netherlands, Arcadiz builds upon years of experience in building and maintaining transport networks, network design expertise, and long-standing partnership relations with leading suppliers to develop best-of-class solutions that meet even the most demanding customer needs.

## SEND YOUR APPLICATION

Arcadiz

Attn. **Caroline Shaw**

Research Park Haasrode 1521

Interleuvenlaan 17

3001 Leuven - Belgium

T: +32 16 392 693

[caroline.shaw@arcadiz.com](mailto:caroline.shaw@arcadiz.com)

**[WWW.ARCADIZ.COM](http://WWW.ARCADIZ.COM)**

As account manager you understand the customers and prospects needs, the challenges they are facing and the general trends and evolutions in the market. You get a kick when you can hunt for new business opportunities and actively look for ways to generate leads. You have powerful networking capabilities and an analytical mindset, you get to know and understand (potential) clients' strategies and become a valuable business partner. Ultimately, you will collaborate with our sales team to achieve sales quotas and grow our business.

## Responsibilities

- Develop new business
- Ensure value proposition meets the customer's requirements and can be delivered within the proposed scope
- Negotiate contracts and close agreements to maximize profit
- Communicate clearly the progress of initiatives to internal and external stakeholders

## Profile

- Real hunter, energized by generating leads and concluding successful deals
- Bachelor or Master degree in Business Administration, Sales or relevant field Bachelor
- Highly effective communication and presentation skills
- Excellent trilingual D/E/F verbal and written communications
- Solid experience with CRM software and MS Office
- Knowledge of the telecom sector (+ 3 yrs)
- Teamplayer

## Arcadiz offers:

- A challenging environment in a young and growing company
- The ability to work with advanced technology
- A very attractive salary package with a mix of benefits
- Continuous Learning Development Program