

JOB DESCRIPTION

Account Manager



SUMMARY

We are looking for a high calibre individual to complete our sales team, in a full time, permanent position. The employee must at least possess a master in marketing or approaching studies.

PRIMARY RESPONSIBILITIES

- Develop account strategic plan.
- Communicates the client's goals and represent the client's interests to the developers' team.
- Provides regular two-way communication between the client and team, to provide strong team representation and set proper client expectations.
- Ensures that client issues are dealt with in an efficient manner.
- Ensures that all processes and procedures are completed, quality standards are met, and that projects are profitable.
- Responsible for all client communications, conflict resolution, and compliance on client deliverables and revenue.
- Reviews all major deliverables (i.e. strategic brief, function spec, tech spec, etc.) to ensure quality standards and client expectations are met.

KNOWLEDGE AND SKILL REQUIREMENTS

- At least 5 years of experience in sales, preferably already in the IT sector;
- Languages: French + Dutch + English;
- Understanding of the development market and business;
- Communication skills
- Sales skills
- Excellent report-writing, analytical and project management skills
- Excellent communication skills.
- Strong listening and questioning skills.

WORKING CONDITIONS

Working conditions are normal for an office environment. The company is a small structure and, therefore, is very social. Responsibilities may require evening and/or weekend work in exceptional circumstances. The offices are located both in Waterloo and in Woluwe- st-Pierre, close to the Alma subway station. Wages, advantages and other details shall be discussed during interviews with human resources.

Please submit your CV to: IS.Star SPRL Avenue du manoir 18 - 1410 Waterloo - sales@isstar.be