

NOUS RECRUTONS



ACCOUNT MANAGER (H/F)

FICHET SECURITY SOLUTIONS | CDI | BELGIUM

Innovation in security, our DNA for over 200 years!
How about a position within a leading manufacturer in the field of security?

Who are we ?

Safety is everyone's business, taking part in it is a meaningful job.

Our ambition is to offer solutions dedicated to the protection of companies, public services and businesses to face risks from the most common to the most extreme.

Fichet Group mobilizes its creativity and expertise so that its clients can live in complete security in a world where the risks of attacks are constantly evolving.

And it is in a context of seeking growth that you intervene!

The Account Manager is responsible for the development & implementation of the strategic plan and for the commercial relationships with his/her direct and indirect customers. He/she will elaborate, implement and present the strategic plans for his/her dedicated national customers to the Sales Director in order to realize the turnover and budget objectives for his client portfolio.

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Missions

- Ensure the realization of the objectives for his/her customers within the company's defined commercial budget and guidelines. He/she will also propose adjustments if necessary.
- Build relations with contractors, architects and technical engineering offices and pre-scribed the FICHET solution also with end customers
- Ensure an efficient, precise and permanent management of his/her actions:
 - Develop good relationships with all decision maker within his accounts
 - Follow up planned actions and analyze the results
 - Update all client files (turnover, volume, investments,...)
 - Anticipate future evolutions and recommend ad-hoc studies
 - Manage the budgets
- Continuously provide important information in an effective way:
 - To the Sales Force regarding national actions / projects of common interest
 - To the Sales Director regarding the to him/her dedicated responsibilities
 - To all other departments of the company (logistics, after sales, ...)
- Contribute to the definition and evaluations of the budget and turnover. Work out forecasts.
- Participate in the development of good communication within the company and the implementation of the company values.
- Ensure the collaboration with the other account managers for optimal collaboration with other technologies

Profile :



- Proven experience in the Electronic Security sector and in indirect channel sales with a network of partners.
- Result oriented: Focuses on the delivery of targets, quality and deadlines.
- Negotiation: Can negotiate skillfully in tough situations
- Building relations: builds up and maintains networks of business contacts in and beyond the company who will contribute to success
- Communication skills: Communicates bilingual (NL,FR)
- Action oriented and initiative taker
- Stress Resistant: Maintains control and performance in stressful situations.
- Positive enthusiastic mindset
- Good knowledge of the security market
- Knowledge of ERP/CRM

If all the éléments are there, then let's meet.

Do not hesitate to submit your application [here](#)