

Key Account Manager Site Protection

Customer/Competence Centre

Job description:

- To deal with public institutions and international organisations on Belgian territory.
- To promote security solutions with a high added value at key customers (customers on hold & potential customers) in the BL Site protection
- To reinforce Gunnebo Brand at for existing
- To set up an action plan & strategy and implement actions (price quotations, visits at customers' premises, feedback)
- To be pro-active and anticipate customers' needs and react quickly to their expectations/wishes
- To follow up sales coordination for projects
- To work closely and in an efficient way with all staff members to get customers' satisfaction

Reason for recruitment:

Replacement of another Salesperson put on early retirement.

To develop business in SP we need a higher profile salesperson able to manage bigger tenders and named accounts

Workplace :

Belgium

Salary and other benefits:

Monthly Salary

- + Group insurance + Medical plan
- + lunch vouchers & lup sum - as defined in harmonization agreement
- + Company Car according to the car policy
- + monthly commission plan based on targets set up in beginning of calendar year

- A certificate of good conduct

Application:

Please submit your application by e-mail to Murielle.Kubiak@Gunnebo.com. Your application will be treated confidentially. It should contain:

- 1) Résumé / Curriculum Vitae
- 2) An application letter which should contain:
 - A reflection on your background / track record
 - Comments on your personality (in relation to what is required for this role)
 - What makes you interested in this role

