

# Netherlands Jobs Expertini®

## Account Executive

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Company: SOTI

Location: Netherlands

Category: other-general

SOTI is committed to providing its employees with endless possibilities; learning new things, working with the latest technologies and making a difference in the world. Over SOTI Bij SOTI houden we niet van het gewone, we houden van uitdagingen. Onze groei en succes zitten in onze innovatieve aanpak, onze ondernemersgeest en het leiderschap dat we omarmen. We zoeken nu een Account Executive die het niet erg vindt om de norm uit te dagen. Een moderne tech-enthousiasteling die zowel vanuit huis kan excelleren als onderweg is voor het opzetten van geweldige samenwerkingen met partners. Wat we zoeken Dus, je hebt een passie voor nieuwe tech, en je bent niet bang om solo te opereren. Als Account Executive bij SOTI krijg je de vrijheid om vanuit huis te werken terwijl je daarnaast on the road bent om die next-level relaties met partners op te bouwen. Wat je gaat doen Jij bent de go-to guy voor onze klanten, waar dan ook. Sterke relaties bouw je niet alleen vanuit je thuishantoor, maar ook tijdens je bezoeken aan partners. Je speurt naar groeikansen, of je nu op de bank zit of in de auto naar een meeting bent. Accountstatistieken houd je bij, maar dat betekent niet dat je vastgeklamd zit aan je bureau. Wanneer je niet in de weer bent met het beheren van je bestaande accounts, ben je actief op zoek naar mogelijkheden om je portfolio uit te breiden. Ervaring die je meebrengt Je hebt 2-4 jaar ervaring in sales of business development in de Tech industrie. Je rockt in het managen van partnerrelaties en haalt die omzetdoelen binnen. Enterprise Mobility Management of iets soortgelijks is voor jou geen black box. Je bent zelfstandig, maar niet afstandelijk. Analytische skills? Check. Onderhandelings talent? Double-check. Je hebt de ambitie om continu te leren en te groeien Je spreekt vloeiend Engels en Nederlands, zowel in boardrooms als op de golfbaan. Waarom

SOTI Bij SOTI krijg je niet alleen een inspirerende werkomgeving, maar ook de vrijheid om te werken waar jij het liefst wilt. Als Account Executive maak je deel uit van een team dat de grenzen van moderne tech verkent. Sluit je aan en help SOTI naar een hoger niveau te tillen in Nederland. Solliciteer nu. . . . . Who We Are SOTI's growth and success is a

result of commitment to innovation through entrepreneurial culture and leadership.

Employees are driven to make an impact, offer a unique value and most importantly, be part of a winning team. You have a great passion for modern technology, and you are driven by your energy to identify and resolve complex problems, while providing excellent customer service. If you are eager to prove your understanding of computer networking principles, demonstrate your strong lateral thinking abilities whilst working in a fast-paced

environment, and you are willing to learn and grow, then this position offers numerous

growth opportunities and a long-lasting career with SOTI. What's in it for you? The People -

From our humble origins in our founder's basement, to our industry leading position today, SOTI has worked hard to foster a company culture that we can all believe in. A culture that emphasizes personal growth, continuous innovation and fun. The Growth - Our environment

fosters new ideas, fresh perspectives, and the ability to take them over the goal line. SOTI is

a fast-paced environment with a global reach that encourages you to make your mark and

be part of something big! The Technology - You'll get the chance to work with leading edge

technologies and take on complex and interesting projects, as part of highly collaborative

and agile teams. You will work alongside SOTI's partners which include leading tech giants that

will keep you on the cusp of emerging technologies. SOTI's growth and success is a result of

commitment to innovation through entrepreneurial culture and leadership. Employees are

driven to make an impact, offer a unique value and most importantly, be part of a winning

team. What we are looking for We are currently looking for an Account Executive to join our

Sales team with a proven track record of successfully making a positive impact in his/her

previous career. You are insanely curious and have a thirst for figuring out new technologies.

You will be responsible to build long-term relationships with customers and partners to drive

profitable growth for SOTI. You will interact with key internal and external stakeholders in

order to ensure timely execution for our customers. In addition to these qualifications, we are

in search of a true hunter – an individual who not only meets the specified criteria but also

thrives on autonomously driving their own business. What You'll Do Operate as the lead point

of contact for any and all matters specific to your customers Build and maintain strong, long-

lasting customer relationships Develop a trusted advisor relationship with key accounts,

customer stakeholders, and executive sponsors Forecast and track key account metrics Identify and grow opportunities within the territory and collaborate with sales teams to ensure growth attainment Assist with high-severity requests or issue escalations as needed Establishes productive, professional relationships with key personnel in assigned partner accounts. Coordinates the involvement of company personnel, including support, service, and management resources, in order to meet partner performance objectives and partners' expectations. Meets assigned targets for profitable sales volume and strategic objectives in assigned partner accounts. Experience You'll Bring 2-4 years of experience in sales or Business Development within the High Tech industry Proven success in developing and managing partner relationships and driving ongoing revenue results Knowledge of Enterprise Mobility Management or comparable market space, competitors, trends, and related industries Extensive Strategy Development, Partnership Management, or Business Development experience Proven ability to work independently in a dynamic sales environment Strong analytical and reasoning skills with respect to technical, contractual, and financial negotiations Demonstrate a desire to learn and grow within the position, and proactively pursue such growth and learning opportunities Experience meeting and exceeding sales quota Ability to excel in a team-oriented, collaborative, and fast-paced environment Bachelor's degree in a business, marketing, or engineering discipline or equivalent industry experience. Fluent in English & Dutch About SOTI SOTI is the world's most trusted provider of mobile and IoT management solutions, with more than 17,000 enterprise customers and millions of devices managed worldwide. SOTI's innovative portfolio of solutions and services provide the tools organizations need to truly mobilize their operations and optimize their mobility investments. SOTI extends secure mobility management to provide a total, flexible solution for comprehensive management and security of all mobile devices and connected peripherals deployed in an organization. At SOTI, we celebrate the uniqueness of our global teams and are proud to be an equal opportunity workplace. We are curious problem solvers who are committed to bringing the best mobile and IoT management solutions to market. We offer careers with #EndlessPossibilities.

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