

Account Manager

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Company: Planon

Location: Netherlands

Category: business-and-financial-operations

Account Manager

Account Manager – Nijmegen, The Netherlands

As an Account Manager, your main focus is building a sustainable relationship with our existing customers. By identifying and closing opportunities at these existing customers for Planon's Integrated Workplace Management System (IWMS). Will you help us realise our ambitions?

As Account Manager you are responsible for customer relationships, and in particular for helping our partners to get the most from their Planon system. You manage customer satisfaction and software, SaaS and services sales to existing customers.

No matter whether you're visiting a prospect or customer, working from our centrally located and easily accessible office in Nijmegen or at home, flexibility is crucial. Travel is part of the job – some days you'll be spending at our clients' offices, while on other days you'll be working in the Planon office or at home.

You successfully fulfill your role by:

Being the Planon Customer Champion for a customer portfolio;

Achieving the annual sales target and set new targets together with your team to achieve Planon's ambitions;

Proactively network internally and externally to promote Planon in the market segment of the named accounts.

Netherlands

Sales

Profile

A company is nothing without its people. Our diverse group of employees are the beating heart of our business and the key to our collective success. To maintain our success we need you to be innovative, decisive and, above all, a good listener for our partners.

Our ideal candidate meets the following requirements:

Preferably a relevant bachelor's or master's degree. If you have another background and have experience in sales within software-related companies, we also encourage you to apply;

Several years' relevant work experience*;

You have the knowledge and affinity with the interfaces between sales, software and business;

You are a true connector. You have empathy, courage and an innovative attitude;

Fluent in English and Dutch.

*We are eager to get to know you, regardless your experience.

We offer

A healthy work-life balance and the possibility of working hybrid. We encourage a collaborative and learning work environment, which is why we offer constant learning and meaningful training opportunities. In addition, we offer challenging projects with world-leading clients and extraordinary experiences. For this role we offer the following benefits package.

Join us on our journey to become the recognised world leader in Smart Sustainable Building Management software solutions. How we do this? By putting our people at the heart of our company and creating an inspiring and safe environment that allows all of us to work, learn, live, and play.

Do you love building connections?

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