

## Sustainability Account Manager

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Company: Pride Company

Location: Netherlands

Category: business-and-financial-operations

You will be responsible for supervising our client's challenging commercial processes, as well as expertly identifying opportunities and bringing in new clients. In this role as Account Manager you will be given the space to develop new market segments and propositions!

In addition, you will maintain customer relationships at an operational level in the financial, real estate and energy sectors throughout the Netherlands. You can translate our client's online and offline services into a solution for your customers in no time at all. In summary: you will be responsible for the quotation process and cooperation with customers.

### Tasks and responsibilities

Identifying, developing and realising new opportunities and customers;

Thinking about strategy and development of new market segments;

Maintaining customer relationships at an operational level in the financial, real estate and energy sectors;

Translating online and offline products and services into the solution for the customer in word and writing;

Sharing joint responsibility for the quotation process and closing the cooperation with the customer.

You are a driven, enterprising colleague with an affinity for sustainability;

HBO or WO education level and 3 to 5 years of experience in consultancy, account management or sustainability, preferably in the fields of software, finance or real estate;

You have a commercial focus, centred on the customer;

Excellent command of both Dutch and English;

Experience with making buildings more sustainable is a plus;

You live a maximum of 45 minutes by car from Apeldoorn or Naarden.

Our client offers you a competitive salary depending on your background and experience. In addition, they also offer:

Attractive terms of employment, such as a company car, laptop and telephone;

A bonus scheme based on performance (of the business, the team and you personally), which often amounts to 10% of the salary;

Since they want to work with the best people, our client will always encourage your personal growth. As a member of the team, you chart your own growth path and can participate financially in the company after one year;

The space to define your own growth path: with a personal 10-year plan and the corresponding development opportunities;

Work-life balance is considered to be very important. Relaxation and holidays are important! You will therefore receive 25 days of holiday (based on a 40-hour working week) and 8% holiday pay;

Also offered is travel allowance and a good pension scheme via Nationale Nederlanden;

A daily fully-catered lunch with your colleagues.

## **Company Culture**

Our client's working environment is driven, collegial, result-oriented and informal. They are big fans of flexible working. Attention to personal development is an important part of your growth and one that our client wants to encourage. They want to work with the best people. Team

members chart their own growth path and can participate financially in the company. The company's partners are in the United Kingdom, Belgium, the United States, Australia, and soon many more countries that will become part of your working area.

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