

CCS Media Recruitment: Dutch Speaking Account Managers

UK / Amsterdam / Rotterdam & The Hague - Netherlands

Overview

Here at CCS Media, we believe the key to establishing long-lasting business partnerships in sales are built on trust and added value, our Account Managers are dedicated to working with their clients as trusted advisors working with the world's leading Tech companies to deliver the right solutions to suit our client's needs.

The role:

To carry out direct marketing and sales activities over the telephone, maintaining and developing the company's sales, and building profitable long term customer relationships.

- Build new relationships with SMB clients in the Dutch market place and grow SOW with existing clients
- Maintain regular contact with customers and prospects including site visits where applicable
- Maintain and develop the CRM database, keeping accurate records of requirements, usage, contacts, quotations and orders
- Assist the customer in understanding the products and services that CCS Media provides
- Optimise selling time on the phone.
- Liaise and co-operate with all departments within the organisation following set procedures and conventions.
- Cover the duties of any colleagues who are not in work due to holidays, sickness etc.

Requirements:

Must have experience with a minimum of 2 years in management or 2 years in IT Hardware and Software Sales.

- Knowledge in Everyday IT
- Knowledge of manufacturers and their products such as HPI/Dell/Lenovo/Cisco/Microsoft/Sophos/Jabra/Phillips and the likes
- An understanding of DaaS, SaaS and Solution selling
- Print and Consumables – Managed Print contracts

Please email Fas Abbas (fas.abbas@ccsmedia.com) or call 07867806613 if you are interested in the position or have any questions about the role.