

Senior Account Manager - BNP Paribas 3 Step IT Belgium

Location: Belgium

BNP Paribas Leasing Solutions and 3 Step IT formed a strategic alliance to advance technology lifecycle management with a circular economy business model to ensure replaced technology is reused. The BNP Paribas 3 Step IT alliance helps local and global clients acquire and effectively manage the lifecycle of their technology assets in a more secure and sustainable way. It operates in 20 countries.

We are currently looking for a **Senior Account Manager** to generate new sales and contribute to the growth of the BNP Paribas 3 Step IT business in Belgium by proactively working on BNP Paribas Fortis target market and other market segments. In this position, you will report directly to the Belgium Country Sales Manager.

Come join our successful team, where sustainability and circular economy are at the core of our business! Our life-cycle management services help ensure that Technology devices provide maximum value during their lifecycle.

Main responsibilities & tasks

- Build, develop and execute a sales strategy that is designed to win new customers in the assigned target market, then monitor, drive and develop the accounts on long-term.
- Grow the customer portfolio by (i) targeting clients of BNP Paribas Fortis and by (ii) identifying new targets in co-operation with other IT industry actors (partners).
- Use consultative sales approach to define priorities, identify customer needs and propose our Technology Lifecycle Management solutions.
- Ongoing contact with customers and internal teams to solve problems, answer questions and create added value
- Research, develop and present compelling and tailored sales proposals
 - to execute the agreed sales strategy for the business
 - to contribute to the development of the overall sales strategy where appropriate
 - to manage customers/prospect relationships and to develop new business opportunities in line with objectives set by senior management from time to time
 - to fully use and utilize CRM to manage activity, contact strategy and relationships
 - to achieve agreed sales targets in terms of volume and gross margin
- Drive the sales territory, identify key targets, prioritize prospects and engage at a senior level using a range of sales and account management skills
- Demonstrate BNPP 3 Step IT's services and concept to customers / partners / key stakeholders
- Develop relations with top decision makers (typically director or C-level) and seek to strengthen customer relationship and maximize share of wallet
- Negotiate contract terms, prices and services
- Provide accurate forecasting and maintain an up to date record of all opportunities in CRM
- Reach and exceed sales targets and goals

Education, Experience, Skills and Competences

- Bachelor's degree in in business, financing or sales related field or equivalent
- 5+ years Solutions sales experience within the IT services or IT Finance/Leasing sector

- Experience of selling direct to key decision makers in business e.g. Financial Director and IT Director level within large corporates
- Experience in selling a solutions based product with the ability to:
 - Identify the clients' needs through probing questioning and proactive listening skills
 - Map a solution against a need
- Experience from working with international customers
- Excellent written and verbal communications skills in English, Dutch and/or French.
- Excellent selling, positioning and negotiation skills. Ability to utilize solutions-oriented, systematic approach to selling and mastery of sales best practices.
- Good teamwork and interpersonal skills
- Act in ways that demonstrate customer focus and satisfaction by building effective relationships with customers, identifying, meeting and exceeding customer expectations, and by treating customers with dignity and respect.
- Have a genuine interest in developing professional relationships
- In-depth knowledge of given industry and relevant marketplace; can speak with authority, e.g., on industry trends, best practices, competitive practices, regulatory issues, etc.
- Ability to draft agreements in English and document commercial proposals.
- Result- and action-orientation

If you feel that you would be a great fit to our team, please register your CV as soon as possible here: <https://bit.ly/3hUYpsR>

For more information about the position, please feel free to contact Talent Acquisition Partner Liisa Kirjavainen liisa.kirjavainen@3stepit.com

BNP Paribas 3 Step IT - Delivering more sustainable technology services across Europe

For more information of the BNP Paribas 3 Step IT please visit <https://bnpparibas-3stepit.uk/>

3 Step IT is a forerunner in the field of IT device lifecycle management, with an international operating history of more than 20 years. We enable mid-market, enterprise and public sector organisations reduce their environmental footprint and help them to transition towards sustainable technology consumption using our best-in-class Technology Lifecycle Management products and services. We are a fast-growing and internationally expanding company, with a revenue of 682 million euros in 2019. We have affiliates in 10 countries and some 410 employees. For more information about us, visit www.3stepit.com

As the European leader in asset finance, BNP Paribas Leasing Solutions supports the growth of its clients and industrial partners by offering rental and finance solutions for their professional equipment. At the heart of the usage economy, we provide businesses with the flexibility they need to remain competitive and grow in a sustainable way. Our 3,600 experts support our clients' and partners' growth by offering them an increasingly digitalised experience. In 2019, we financed 346,000 projects for a total volume of 14.1 billion euros in 20 countries, in Europe and also Asia, the United States and Canada. For more information about us, visit www.leaseingsolutions.bnpparibas.com