

SKEELED IS HIRING A MID-MARKET ACCOUNT EXECUTIVE (DUTCH/FLEMISH) FOR
PERMANENT UNDEFINED.

Date : 27/03/2018

Job reference : 5ab94a068a52b900144cbdde-24562733

Type of contract : Permanent

Localisation : Brussels 1030, BE

Contract duration : Undefined

Level of studies : Bachelor's Degree

Years of experience : 5-7 years

Company description :

skeeled is a growing company building innovative HR Software. Established 2014 in Luxembourg, we have become a key player in the industry and today focus on the BeNeLux & French markets to develop our business.

Job description :

To support our exponential growth, we are hiring an Mid-Market/Enterprise Account Executive for Dutch speaking regions. Towards the end of 2016, we began first selling our software and our plans for 2018 is to focus on actioning our sales strategy. This Senior Account Executive role is strategic in our penetration of the Dutch and Flemish speaking markets and in our mission to empower Mid-Market companies to have the best recruitment processes.

From our office in Brussels you will closely work together with Sales Development and Customer Success to expand our business to new heights.

Responsibilities

Identify target accounts and proactively acquire new clients in Luxembourg

Understand a company's business strategy and define the best solution to support its recruitment strategy with the capabilities of the skeeled Platform.

Create reliable forecasts and be transparent with management on the pipeline status

Required profile :

Must Have Requirements:

At least 5+ years of closing sales experience with proven results

Fluency in English and French

Past experience in the Software and/or the Recruitment industry

Excellent communicator and customer oriented as well as time and project management skills

Ability to find, manage and close high-level business in an evangelist sales environment

Ability to manage a large number of prospect situations simultaneously while positioning company products against direct and indirect competitors

Solid negotiation skills that allow for value-based contract negotiations at the senior level

Driving license as travel is required (approximately 25% of the time)

Nice To Have Requirements:

BA/BS degree or equivalent in a related field

Experience within recruiting, recruitment media and/or HR software

Experience with SaaS sales and Salesforce.com platform

To apply: <https://apply.multiposting.fr/jobs/11176/24562733>