



VACANCY

Senior Account Manager BNP Paribas 3 step IT

Date: February 1, 2021
Business Line: BNP Paribas 3 Step IT
Position: Senior Account Manager BNP Paribas 3 step IT (1,00 FTE)
Office location: 's-Hertogenbosch, Noord Brabant

The joint venture

BNP Paribas Leasing Solutions and 3 Step IT have agreed to create a European strategic alliance with the ambition to provide complete, sustainable, technology lifecycle management solutions internationally. This service offer, deeply rooted in the circular economy, will meet organizations' demands for more flexible and sustainable product as service solutions. This alliance will be effective in the 20 European countries where each of the partners operates, as part of a partnership developed under the name "BNP Paribas 3 Step IT".

Purpose of the role

The purpose of the role is to generate new sales and contribute to the growth of the BNP Paribas 3 Step IT business in the Netherlands by proactively working on direct customers. Proactively prospect through various routes to market, direct and indirect (manage Vendors programs, resellers and OEM), and meet new accounts.

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 targeting customers in a specific target market and by identifying actively other market segments.
- Use consultative sales approach to define priorities, identify customer needs and propose our IT asset management services solutions.
- For existing customers check the delivery of the service, the growth of backlog and ensure customer meets its contractual commitments on services bought, volumes and milestones contracted.
- 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 business development skills.
- Demonstrate BNPP 3 Step IT's services and concept to customers / partners / key stakeholders.



BNP PARIBAS LEASING SOLUTIONS

- 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.

Required education and work experience

- Bachelor's degree (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.

Skills & competences

- Excellent written and verbal communications skills in English language.
- 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.

Other

An assessment can be part of the application procedure, job interviews will be scheduled on short term. The Senior Account Manager reports to the Country Sales Manager Netherlands.

For information on the content of the role please contact Linton Ligeon, Country Sales Manager Netherlands BNP Paribas 3 Step IT, tel. +31 6 113 59 933.

For further information please contact Rob Schreuder, Head of HR at BNP Paribas Leasing Solutions Netherlands, tel. +31 6 127 66 734.

A written motivation and CV can be forwarded till February 28, 2021 to;

- e-mail; rob.schreuder@bnpparibas.com