

# GIS Consult Benelux

## Job opening: **Sales Manager**

**About us:** GIS Consult Benelux brings high-quality spatial solutions to the market. We design and build these solutions, deploy them within a customer's organization and integrate them with the customers' other (core) IT systems. As a reliable partner, we support our customers to make their solutions a lasting success. To this end, we offer extensive software maintenance and support services and we provide the necessary training. Our clientele includes utility companies as well as local authorities.

**Our offer:** GIS Consult Benelux is currently looking for a Sales Manager. These are our expectations:

- During an intense induction period you will gain insight into the solutions that GIS Consult Benelux offers and our business objectives.
- It is your responsibility to select suitable business opportunities and to manage them commercially, from the request to the concrete quotation, which you develop together with our technical specialists.
- Follow-up of the commercial process up to and including the actual completion and conclusion of a contract with the customer remains your responsibility, as well as maintaining customer relations.
- You take initiatives to become better known to our target domains and you manage to generate new leads.
- From there you are able to grow the relationship with the customer or prospect in order to call in the specific expertise of the specialists at the right time to work out the right solution.
- You work closely together with the manager, the pre-sales analyst (s) and development.

### **Your profile:**

- You have a distinct commercial profile, preferably with proven sales experience in an IT context.
- You preferably have a master's degree.
- You show a strong interest in IT and techniques such as GIS, IoT, Big Data, etc. and you know how to identify the various advantages of this.
- You have the ability to communicate with customers and prospects in a professional manner at both an operational and a strategic level.
- You have an analytical mind that allows you to quickly understand what is essential for a customer to further optimize his business processes.
- In addition to the professional use of Dutch and French, knowledge of English is a requirement, additional knowledge of German is a strong plus.

**Are you interested? Then please send your CV and motivation letter to:**

- Frank Deckers
- GIS Consult Benelux
- Casterhovenstraat 59
- frank.deckers@gis-consult-benelux.eu
- Tel: +32 474 050896