

ARE YOU A HUNTER?

Computacenter is Europe's leading independent provider of IT infrastructure services, enabling users and their business. We advise organizations on IT strategy, implement the most appropriate technology, optimize its performance, and manage our customers' infrastructures. In doing this we help CIOs and IT departments in enterprise and corporate organizations maximize productivity and the business value of IT for internal and external users.

Rooted in core European countries Computacenter combines global reach with local expertise. We operate Infrastructure Operations Centers and Group Service Desks across Europe, South Africa and Asia from which our employees provide user support in 18 languages. Customers with global requirements are served through an extensive international partner network, which mirrors the requirements of our European-headquartered client base.



KNOWLEDGE & KEY SKILLS

ESSENTIAL

- You are a Commercial talent with a strong **hunter's** mentality, **prospection** is what you do best!
- 2 + years relevant sales experience, preferably in an IT environment
- Ability to build effective and constructive relationships up to board level within any organisation.
- Develop and maintain a wide number of relationships across the customer base
- You are **a strong communicator**. You are able to adjust your language, depending on the person standing in front of you.
- Understanding our competition and able to differentiate Computacenter in campaigns.
- Excellent customer facing skills.
- Effective influencing and negotiation skills.
- Delivers on commitments and team player.
- **Quality focused**, drive to continuously improve.
- Ability to work under pressure and to deadlines.
- Dynamism, eagerness to close deals and result-oriented

Are you the

Commercial Talent

Computacenter is looking for?

ROLE

The candidate we are looking for will have a first experience in sales, preferably within the IT environment. You will be responsible for creating new opportunities in the domains of IT Infrastructure, Professional and Managed Services into a well-defined list of large and strategic enterprise prospects. You will possess excellent communication and interpersonal skills with the ability to influence and present to a diverse and senior audience, with an enthusiastic and dynamic attitude and proactive approach.

DESIRABLE

- Language: English, French or Dutch

REQUIREMENTS

Business Development Management: 70%

- Develop strategy to maintain and increase market share
- Build a detailed understanding of the customer environment, frameworks, competitor landscape and politics to determine key growth areas.
- Responsible for sales campaign, adherence to sales methodology and communication to all stakeholders to win the sale
- Work collaboratively with inside sales, specialists and Line of Business managers.
- Manage customer liaison to transact complex transformational service sales and complex solution sales to maximise profit
- Working closely with service peers to ensure a one team approach to account development

Vendor Management: 15%

- Regular engagement and meetings with vendors
- Engages with Solution sales and Business Unit managers and experts to understand new trends

Reporting: 5%

- Use CRM and forecast accuracy on a daily basis
- Have regular Business Reviews with your Client Director and define and follow-up strategic actions to expand the funnel and close opportunities.
- Monitor and guard the Computacenter strategy and vision

Problem Solving: 10%

- Dealing with challenging situations and people
- Being proactive and forward thinking
- Working with customers and internal service providers to resolve customer issues
- Dealing with internal issues relating to customer satisfaction



For internal applications, please inform your direct management that you are applying for a new challenge.

If you meet the above criteria and you are looking for a new challenge, we welcome you to send us a detailed resume and motivation letter to

ccb.recruitment@computacenter.com

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