

Enterprise Account Manager

Meet Nubera

Our mission is to enable IT organisations to become an innovative, cost efficient and flexible business partner by automating and making IT universally accessible. We're investing to boost momentum and we're looking to grow our team. If you constantly strive for excellence, are passionate about innovation, and want to work with a collaborative and energetic team – then Nubera is for you.

We are looking for a dynamic Enterprise Account Manager to work with customers and prospects across various industry segments. As an energetic self-starter, you have the ability to focus on building a solid business pipeline. You will also absorb and analyze feedback from the market, and communicate that back to the team to help drive the services and technology roadmap.

What you'll experience at Nubera

- We're a dynamic and entrepreneurial team
- We consider our people as people - not assets
- We're focused on results – not “boxes” and “rules”
- We're all unique and we want you to be yourself
- We celebrate success as a team
- We care about personal and professional development

You'll help us drive innovation by

- Developing opportunities and sales accounts across the Belux region with new and existing clients
- Identifying and qualifying high value opportunities for Nubera
- Building relationships and establishing communications at the highest executive levels in your accounts to understand their needs and priorities
- Evangelise, confirm and communicate the differentiated value of Nubera to the customer
- Understanding the formal and informal buying process in the customer's environment to speed and simplify the deal process
- Identifying the customer approvers, decision makers, and influencers, and develop strategies for each to mitigate risk and increase deal confidence
- Taking a core role in the closing process including negotiations and procurement activities
- Developing a 3x annual pipeline of qualified opportunities to meet and exceed targets
- Consistently communicating and brainstorming with management and your extended team around all aspects of account and opportunity development
- Reviewing your opportunities with management and your extended team on a weekly basis and in QBRs

You are

- Highly motivated, committed, tenacious & effective team player
- Successful networker, able to build long term relationships
- Presents a professional and credible face to the customer and prospect
- Self-directed, self-motivated and results oriented – possesses the drive and determination to succeed. Willing to work hard, knows how to work smart.
- Persistent but pragmatic: willing to be flexible and adaptable to change.

You have

- Enterprise sales experience (10+ years) and a demonstrated track-record of consistently meeting or exceeding annual quota and performance targets
- Demonstrated ability in advising and influencing senior executives on topics related to strategy, role of technology in their business and cloud
- Demonstrated ability to manage complex sales cycles including the ability to provide coordination and direction to your extended team
- Experience in selling with/through business partners and channels

Skills

- Outstanding inter personal and communication skills
- Ability to work under pressure and in demanding environments
- Strong leadership skills to bring together divers stakeholders in reaching consensus and agreement
- Strong questioning and listening skills. Able to translate innate curiosity into account progress.
- Strong analytic and problem solving skills
- Exceptional customer presentation skills
- Business Fluency in English, Dutch & French

Qualifications

- Bachelor or Master's degree
- Any combination of education & related experience that would demonstrate possession of the knowledge and abilities needed to achieve success in this position

So, are you the brilliant Enterprise Account Manager we're looking for? Join us!

For further information or inquiries, or to submit your CV, please contact: careers@nubera.be