



Account manager

ENAI

A safe and comfortable life

For professional service providers, we are happy to be the knowledge partner in continuity with solutions without having to worry about anything. We ensure that our customers can fully focus on their services. And in the background, we like to ensure that all information & systems are always available in a secure manner.

We supply the ENAI service platform for managed services.

Our solutions are currently often used by professional service providers in the security industry.

We always see opportunities in connecting, interpreting and/or presenting information sources, making it possible for professional service providers to act not only reactively, but also proactively on valuable information.

Things will get better with you! Will you join our team?

We are looking for a commercially driven person with a passion for IT, who, in the role of Account Manager, can be the connecting factor between ENAI and its customers (B2B). The emphasis is on maintaining the customer relationship as a knowledge partner.

#Activities:

- As an Account Manager you have a proactive role in increasing the ENAI market position and an optimal customer experience.
- Your challenge is to make an active contribution to the ENAI ambition and you are happy to commit to deepening (80%) and further expanding the existing customer base (20%).
- Through your own customer base in the Benelux, such as: Private Alarm Centers, Business Alarm Centers, industrial companies and specialized resellers, you know how to successfully tailor ENAI solutions to customer needs.
- With your technical background and personal working method, you invest in long-term relationships (B2B) and you know how to remain the preferred supplier for existing relationships and to attract new parties.
- In dialogue with the customer, you know how to ask the right questions, listen carefully, and understand the customer's needs.
- You provide the customer with realistic advice that really helps him. You proactively seek cooperation with the ENAI consultants.
- When placing an order, you ensure clear customer expectations for the internal organization.

#Education & experience

- HBO working and thinking level
- Technically skilled with a 100% focus on commerce
- Relevant experience in a similar position, for example as a commercial employee at an IT service provider or in the security industry.
- Experience in technology, preferably with ICT-related products in combination with result-oriented turn-key projects.
- Good command of the Dutch and English language, spoken and written (German is an advantage.)
- Affinity with and knowledge of the security industry.
- Preferably living in the Rotterdam region, but this is not a must.
- A declaration of reliability is no problem for you.

#Soft skills

- Social skills - connecting factor



- Good communication skills – with everyone, clear, to the point and fair.
- Driven to build strong business relationships based on advice with an eye for feasibility (technical and budgetary).
- Strong independently as well as in a team
- Winning mentality, tenacious and goal-oriented based on the ENAI solutions portfolio.
- High favorability factor, people enjoy working with you.
- High degree of responsibility and a good sense of service

#Hardskills

- Sales techniques
- Commercial consultancy skills
- Industry expertise
- Product knowledge

Company Profile

- IT consulting | Software development | IT support & management
- 24/7 character => Mission critical platform
- 30-40 employees
- Informal
- B2B
- #Although mentality
- On-site work