IT Commercial Account Manager

L-3327 Crauthem · Plus de 10 ans d'expérience · Réf. 2609261633

Ma recherche

Contrat recherché : Tout contrat
Mobilité : sur toute la région
Rémunération : a étudier
Secteur : Batiment

Formations

12/2012 — Bac +2 — EFp school, Brussels, Belgium
Bachelor +2 Business Management & Marketing
12/2010 — Bac +2 — École de Traduction et Interprétation ISTI – Cooremans (ULB), Brussels, Belgium
Bachelor +2 (Translation & Interpretation)
12/2008 — Istituto Tecnico Economico G. Ginanni, Ravenna, Italy
General Studies

Expériences professionnelles

12/2018 - 07/2026 — IT Commercial Account Manager

Built and maintained long term client relationships, assessed IT needs, prepared quotes and commercial offers, negotiated sales agreements and volume discounts with major suppliers, tracked orders from placement to delivery, handled client escalations, supported pre sales and finance teams.

10/2016 - 12/2018 — IT Commercial Account Manager

Assessed client IT infrastructure needs, negotiated sales agreements and volume discounts with key suppliers, prepared detailed quotes, secured competitive pricing, provided delivery estimations, administered contracts for hardware and licences.

03/2016 - 09/2016 — Office Manager

Oversaw day to day office operations, managed supplies, maintained filing systems, drafted correspondence, ensured compliance with policies and health safety regulations, coordinated meetings and travel, onboarded new employees, managed budgets, negotiated contracts with suppliers.

04/2014 - 09/2015 — Sales Representative

Identified new business opportunities, built a robust sales pipeline, conducted client needs assessments, prepared proposals and quotes, managed full sales cycle, negotiated pricing and contracts, maintained long term client relationships, collaborated with pre sales, finance and logistics teams.

11/2010 - 04/2012 — Marketing & Communication Intern

Assisted in creation and editing of marketing content, drafted communications, supported presentations, managed social media scheduling, performed market research, helped organise events and trade shows, coordinated with suppliers, tracked budgets and invoices.

Langues

Italian (maternelle), Albanian (maternelle), Spanish (maternelle), French (maternelle), English (courant), Portuguese (courant), Luxemburgish (notions)

Atouts

Vendor Negotiation, Product Sales, Pricing & Margin Management, Account Management, Commercial Awareness, SAP, Microsoft Dynamics 365 CRM, Microsoft SharePoint, Microsoft Office, Negotiation, Communication, Problem solving, Resilience, Multilingual, Team collaboration, Results Oriented, Detail Oriented

Loisirs

Cooking, Reading books

Fiche anonyme — l'identité et les coordonnées du candidat sont communiquées aux recruteurs qui en font la demande sur pmebtp.com.