

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



It commercial account manager

Ma recherche

Je recherche tout type de contrat, sur toute la région , dans le Batiment.

Formations

12/2012 : Bac +2 à EFp school, Brussels, Belgium
Bachelor +2 Business Management & Marketing

12/2010 : Bac +2 à École de Traduction et Interprétation ISTI - Cooremans (ULB), Brussels, Belgium
Bachelor +2 (Translation & Interpretation)

12/2008 : à Istituto Tecnico Economico G. Ginanni, Ravenna, Italy
General Studies

Expériences professionnelles

12/2018 - 07/2026 :

IT Commercial Account Manager chez Post Telecom / Deep

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 chez Simac Psf

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 chez Bank Hapoalim S.a. (bhi)

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 chez Ebay Inc.

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 chez Euro Keys

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 (Oral : maternelle / Ecrit : expérimenté), Albanian (Oral : maternelle / Ecrit : expérimenté), Spanish (Oral : maternelle / Ecrit : expérimenté), French (Oral : maternelle / Ecrit : expérimenté), English (Oral : courant / Ecrit : intermédiaire), Portuguese (Oral : courant / Ecrit : intermédiaire), Luxemburgish (Oral : notions / Ecrit : débutant)

Centres d'intérêts

Cooking, Reading books