

## Account Manager Andes

### Job description Account Manager

We are Andes, an international supplier of online software solutions for governments and companies. Our solutions enable us to organise labour-intensive jobs better for our customers and, in turn, improve them. These include operational processes such as issuing permits, supervising and maintaining roadworks in the public space, planning events and managing industrial areas. Andes also provides an extensive range of location-enabled services and offers solutions in the field of route planning and mapping.

We are looking for a passionate Account Manager, to realise quantitative and qualitative sales targets. As Account Manager, you will be entirely responsible for setting up and implementing sales processes with a strong focus on generating new business.

- You are responsible for setting up and maintaining long-term customer relations with predominantly complex DMUs
- Your focus is on generating new business
- You are able to come up with a creative solution to the customers' demands
- Together with our marketing team, you are jointly responsible for organising exhibitions and customer events
- You are able to give effective product presentations / training sessions in front of large audiences
- After the implementation phase, you are responsible for maintaining and optimising the relationship with our customer and for generating new sales opportunities
- Together with your colleagues, you will contribute to realising the growth ambitions of our organisation
- You will work together with product management and marketing to develop new product solutions and marketing activities

### Job profile

- You hold a technical, commercial or business-related degree
- You have 3-5 years' work experience
- You are naturally convincing, creative and solution-oriented
- You have a winner's mentality and are driven by results
- You have excellent presentation skills
- You gain satisfaction from long-term and complex sales processes and are familiar with consultative selling
- You have built up a broad network with municipal and provincial governments
- You have excellent spoken and written Dutch, English and German

Are you looking for a challenging and innovative environment to further develop your own sales skills and do you match the profile? Then a career with Andes may well become your new challenge!

### To apply

Please send a written letter of motivation and your Curriculum Vitae to: [HR@andes.eu](mailto:HR@andes.eu).  
If you would like more information about the job vacancy, contact Rob Huibers via [HR@andes.eu](mailto:HR@andes.eu).

No agency calls please.