

Arteel is the Belgian pioneer and market leader in **Employee Experience & Customer Loyalty**. We firmly believe uplifting workplaces increase employee's health, happiness and performance. Our mission is to help create more positive interactions with employees and customers. 82% of the best employers choose Arteel. Last year, we reached 150,000 employees and customers in 39 countries.

For our head office in **Herent** we are looking for a

Sales talent – Senior Account Executive

Your tasks

- Self-generate leads and schedule appointments
- Analyse opportunities with existing clients
- Meet face-to-face with clients or prospects and qualify sales potential
- Understand the needs and deliver sales proposals that show our added value
- Follow up by second premise visits, phone or video calls
- Close sales by developing a strong relationship and overcoming objections
- Maintain the sales funnel database to report on activities and results
- Seek opportunities for sales skills development and maintain a professional network

Your work organisation

You visit clients and prospects across Belgium – with a focus on Flanders & Brussels. You attend regular sales team meetings at our office. When practical, you telecommute. You always assure a minimal presence at the office to ease cooperation with internal sales and other colleagues.

Your profile

- You go the extra (s)mile to achieve your targets and you get a kick of surpassing them
- You have at least three years of experience in B2B sales.
- You have a proven experience in "solution selling" at management level.
- Sales experience to HR or Marketing roles is a plus.
- You can manage stress well, always keep a positive spirit and have a can-do attitude.
- You are proficient in Dutch and English. Sales experience in French is a plus.

We offer

- Arteel is a family-owned SME and in business since 1976.
- We grow via innovative solutions, service quality and passionate employees.
- From the very first day at Arteel you will be welcomed and supported by a warm, dynamic team.
- We offer an attractive, performance-led remuneration package and long-term career perspectives.
- Please check out the 'Top 26 reasons to work @ Arteel' on www.arteel.eu/careers/

Interested? Be quick and apply today!

We are looking forward to your Dutch or English CV and motivation letter!

Contact us by email on careers@arteel.eu.