

Senior Account Executive



BEDRIJFSPROFIEL

Most business IT hardware is replaced after just a few years, even though it is still fully functional. This creates unnecessary costs, wastes valuable resources and contributes to the growing amount of electronic waste worldwide.

Our partner has built its business around changing this. They help organisations extend the lifecycle of enterprise IT hardware through refurbishment, reuse and lifecycle management services. By combining sustainability with commercial value, they enable businesses to reduce costs, improve ESG performance and make smarter IT investment decisions.

With more than 450 employees, international operations and thousands of business customers, the organisation has become one of Europe's leading specialists in circular IT. Every day they support enterprises with secure data erasure, refurbishment, IT Asset Disposition, deployment services and the delivery of high quality refurbished infrastructure.

FUNCTIE OMSCHRIJVING

As a Senior Account Executive, you will be responsible for building new business across the DACH region. This is a true hunter role, where you will build your own pipeline and manage the complete sales cycle from prospecting to closing.

You will advise organisations on circular IT solutions that help extend the lifecycle of enterprise hardware, reduce costs and support sustainability objectives. Every opportunity requires a tailored approach, working closely with Procurement, Supply Chain and Operations to deliver the right solution for each customer.

This is a highly autonomous role with plenty of room for entrepreneurship. You will travel regularly throughout the DACH region and play a key role in the international growth of the business.

In this role you will:

- Build new business across the DACH region
- Build and manage your own sales pipeline
- Manage the complete sales cycle from prospecting to closing
- Advise customers on circular IT, enterprise hardware and lifecycle services
- Build long term relationships with customers and stakeholders
- Negotiate commercial agreements and contracts
- Collaborate with Procurement, Supply Chain and Operations to deliver tailored solutions
- Visit customers and represent the organisation at industry events

FUNCTIE EISEN

- 5 years of experience in B2B sales.
- Proven experience in new business development and hunting.
- Experience managing the full sales cycle from prospecting to closing.
- Strong negotiation and relationship building skills.
- Affinity with IT, enterprise hardware or technology solutions.

- Fluent in German and English, both written and spoken.
- Willing to travel regularly throughout the DACH region.
- Self starting, commercially driven and comfortable working independently.

ARBEIDSVOORWAARDEN

- A base salary between €4,000 and €5,000 per month (€48,000 to €60,000 per year), depending on your experience.
- An uncapped performance based bonus with an on target earnings (OTE) of €100,000.
- A senior role with a high level of autonomy and responsibility.
- Training and development opportunities to support your growth.
- Laptop, phone and everything you need to do your job.
- A collaborative and international working environment.

Interested in learning more about this opportunity or do you have any questions? Feel free to send me an email at t.smit@haystackpeople.nl. Prefer to speak directly? Give me a call on +31 6 13 26 09 63. I'd be happy to tell you more about the role and the organisation.

Contact & solliciteren

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