

Enterprise Key Account Manager - Benelux

On-site, Full-time

About the Company:

Founded in 2000, Synology is committed to transforming the way businesses and individuals manage their data – in elegantly simple, secure, and reliable way. Trusted by the best and brightest minds in the IT industry, we proudly boast a wide array of data storage, data management and security solutions backed by cutting-edge innovation and field-proven reliability. We have a solid track record in meeting the ever-increasing expectations and demands and are recognized for our customer service.

With six branches growing across the globe, at Synology we think big, work smart, and strive to make a difference every single day. Stretch your skills and explore unlimited possibilities together with us. Join us now and bring your talents into play.

Synology France operates sales, marketing and technical support within France, Southern Europe, Benelux and Africa.

We are currently looking for Enterprise Key Account Manager - Benelux to join our Sales team that holds a central role in the business strategy, offering the best-in-class customer experience and assuring the constant market growth for Synology products and solutions. The ideal candidate will be managing enterprise accounts and key organisations, acting as a front-line solution provider for customers and ambassador for the world's leading NAS vendor.

This role will report to the Regional Sales Manager Benelux, and will be based in our Paris la Défense office. This is permanent full-time position.

Responsibilities:

- Explore enterprise market for potential new opportunities
- Proactively visit / e-visit customers to understand their needs, to advise on the optimal solutions and to collect their feedback
- Acquire usage information from enterprise customers and key organisations and work on case studies
- Maintain the relationship with enterprise customers and key organisations to look for opportunity of recurring projects and deployment expansions
- Manage the complete sales pipeline for enterprise projects, including solution presentation, pricing negotiation and deal follow-up
- Other duties may be assigned according to the company needs

Qualifications and skills:

- Bachelor's degree or higher in Information Technology or Business Management field

- At least 3 years of experience with IT resellers, or working in IT team for big companies or large organisations
- Solid knowledge of storage and network will be a plus
- Fluency in English, French and/or Dutch will be a plus

Here is how our hiring process looks like:

If your application is successful, you will have:

- A quick call with our talent acquisition to get to know you better
- A call with the hiring manager to learn more about the position and to see if it is a good match for you
- A meeting in our Paris la Défense office to deliver a case study that you will receive and prepare in advance

We are equal opportunity employer. We come from all parts of the globe, speak more than 12 different languages, and offer a welcoming, diverse and inclusive environment where innovation, excellence and teamwork thrive, without regard to race, color, religion or belief, national, social or ethnic origin, sex, age, disability or residence.

If you have what it takes to make a significant impact in the tech landscape, we want to hear from you!

Send your CV to: bnl@synology.com