

Account Manager (Junior/Senior)



LOCATION: Brussels - BELGIUM

MobileXpense is looking for passionate account managers who will partner with and ensure the long-term success of our customers. Due to anticipated growth, we search for both account management experienced candidates as well as junior candidates eager to learn and develop their skills on the job .

Your Challenge

The candidate should be a motivated self-starter willing to work in a dynamic environment. You will be responsible for developing long-term relationships with your portfolio of assigned customers, connecting with key business executives and stakeholders. You will:

- Operate as the lead point of contact for matters specific to your customers.
- Build and maintain strong, long-lasting customer relationships.
- Develop a trusted advisor relationship with key customer stakeholders and executive sponsors.
- Work with internal cross functional teams to ensure the timely and successful delivery of our solutions and critical projects according to contract as well as customer needs and objectives.
- Work with internal cross functional teams to ensure delivery of our services according to agreed service levels.
- Schedule, prepare and hold regular service review meetings with your customers communicating on how well we meet the service levels and what the progress is for critical projects.
- Work with internal cross functional teams to define projects (SOWs) and enhancements (work orders), schedule and resource them.

Your Profile

Required skills

- Ability to communicate, present and influence credibly and effectively.
- Ability to manage multiple projects at a time while paying strict attention to detail.
- Excellent listening, negotiation and presentation skills.

Experience

- University degree and/or several years relevant experience in IT, Sales or Account Management.
- Experience in delivering client-focused solutions based on customer needs.

Personality

- Affinity with IT.
- No nonsense attitude, organized as well as result (detail) and service oriented.
- Self-motivated, enthusiastic, quick (self) learner, not afraid to go into technical details and give a helping hand.
- A high-potential individual who understands that hands-on team work is the foundation of his/her own development within the company.

Language

- English is required, second language(s) should be French and/or Dutch.

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Our Offer to You

We offer you:

- The opportunity to join a unique young and international team in a fast growing company.
- A team of open-minded, collaborative and awesome colleagues to work with.
- The opportunity to challenge our old ways and make your mark in the company.
- A modern work environment in Brussels, with easy to access to public transport.
- A competitive salary package.
- + Free soft drinks and a weekly fruits basket to keep you healthy. *Yummy!*

About Us

MobileXpense is a Belgian, Brussels based, leading SAAS (Software As A Service) provider serving more than a thousand corporate customers including several Fortune 500 Companies, in more than 65 countries.

Our values are our reference framework to align ourselves on the way we work together. Our shared dream is to make of MobileXpense: *“The European leading solution for effortless and effective expense management for large corporations as well as for SME’s.”*

Each member of the MobileXpense team works to achieve this objective by applying our 5 values in his/her day-to-day job: **Serve Pro-Actively - Think Responsibly - Innovate to Simplify - Measure Honestly - Act Effectively.** Do you believe you could work by those values? Tell us how!

How to Apply?

Email jobs@mobilexpense.com with the subject: **“Account Manager”**. Please join your resume and explain to us why you see yourself as our next **account manager**.

We will then take contact with you in the following days.