



Key Account Manager

ALLOcloud (www.allocloud.com) is a leading Cloud-based Telephony and Collaboration service provider headquartered in Belgium. We are part of the Telavox Group (www.telavox.com), UCaaS (Unified Communications as a Service) leader in the Nordics, the world's most advanced region for Cloud Communications.

ALLOcloud has been focusing on the SMB market and we will soon introduce Telavox UCaaS services which target larger end-customer accounts. To accelerate our growth in that segment, we are looking for the following profile:

Title: Key Account Manager

Contract: Unlimited employment contract

Region: Saintes, Belgium (West of Brussels, near Halle)

Remote working: ALLOcloud's policy allows 50% remote working (in normal conditions)

Reporting: This position reports to the Sales Director

Responsibilities:

- Manage existing key account base
- Prospect the territory to identify new key accounts
- "Direct Touch" sales to key accounts and closing with an ALLOcloud Partner
- Direct sales to key accounts and direct closing (RFPs)
- Assist in writing/defending proposals
- Act as an interface for the customer towards finance, support, operations and management
- Etc.

Required expertise

- Direct Sales and/or Direct Touch experience in medium to large organisations
- Sales of telecommunication services
- Understanding of networking and IT environment in medium to large organisations

Candidate profile:

- Sales results-driven person
- Technology-savvy personality



- Motivated and enthusiastic
- Organized and focused
- Excellent presentation skills

Languages:

- Business Dutch and/or French
- Technical English

Compensation:

- Fixed salary
- Performance-related compensation
- Company car
- Tank card
- Mobile phone + SIM card
- Meal tickets
- DKV medical insurance

You have such a profile and are interested in participating in an exciting adventure?

Please send your profile information to laurent.muylle@allocloud.com and let's talk!