



Recently celebrating 30 years in business, Assai is a successful, medium-sized software company currently going through a period of rapid growth. We have developed a successful application, AssaiDCMS, a Document Control and Management System specialised in supporting complex engineering and construction projects for industries including energy, oil & gas, transportation, infrastructure, and mining. Our application is used by customers around the world including in Europe, North America, the Middle East, West Africa, South East Asia, China, and Australia.

Our fast-paced office environment in Culemborg is characterised by a high-energy culture and a good team-spirit with excellent employment conditions. To strengthen our Sales Department, we are currently looking for an experienced...

Account Manager EMEA (full-time)

Your Tasks & Responsibilities

The Account Manager EMEA is primarily responsible for generating SaaS revenue with assigned companies in the industry (Oil & Gas, Chemical, Energy) within the EMEA region. Working in close corporation with our re-sell/SI partner(s) and Assai team in the Netherlands, they will sell the Assai Document Management & Control solution to large regional and global accounts. In addition, they will plan the territory and account approach together with the inside sales and marketing team. The Account Manager EMEA manages the sales process and coordinates the activities of Assai and partner organisations.

Responsibilities

- Manage sales process through lead development, qualification, pipeline management, forecasting, to named account strategy & planning.
- Develop proposals encompassing all aspects of the Assai Document Management & Control solution.
- Develop, present, and sell a value proposition.
- Negotiate product/service terms based on discretion in line with Assai's policies and guidelines.
- Conduct regular status and strategy meetings with the customers' senior management to understand their needs and link them to Assai's product strategies.
- Travel to and attend conferences, events and customer meetings as required.

Requirements

- Bachelor's Degree in IT/Engineering or equivalent relevant experience.
- 5+ years of experience in software sales to Oil & Gas- or adjacent industries.
- Deep understanding of operational processes (project management, engineering, maintenance, process safety, QA).
- Multi-level selling experience (management, process owners, IT, partners, external consultants).
- Knows how to build and maintain a network across the industry.
- Hands-on, self-starter, with a getting things done mentality.
- Potential to build a solid business and develop towards a leadership position.
- Excellent and fluent knowledge of the Dutch and English language (both verbally and written).
- Excellent analytical skills.
- Vigorous and enthusiastic team player with a positive and proactive attitude.
- Ability to work in a fast-paced environment, in teams and autonomously.

Our offer

- Attractive position as an Account Manager EMEA in an innovative growth environment.
- 40 working hours per week.
- Work location: Culemborg, near Utrecht (very well connected to public transport).
- Possibility for remote work from home to some extent (up to 40%).
- Competitive salary and conditions.
- 25 vacation days per year (based on a 40-hours workweek).
- Preferable starting date: October 2021.

Interested? We are looking forward to receiving your application!

Did we catch your interest? Now it is your turn to convince us! If you would like to work with Assai, please send us your CV and a brief, but strong motivation letter to hrm@assai.nl. Without the letter, we will not take your application into consideration.

For further detailed information about this position, you can contact our Commercial Director, Ton Geelen, at t.geelen@assai.nl.

Please make sure to mention your earliest start date. We will only get back to you if we see a fit in your profile.