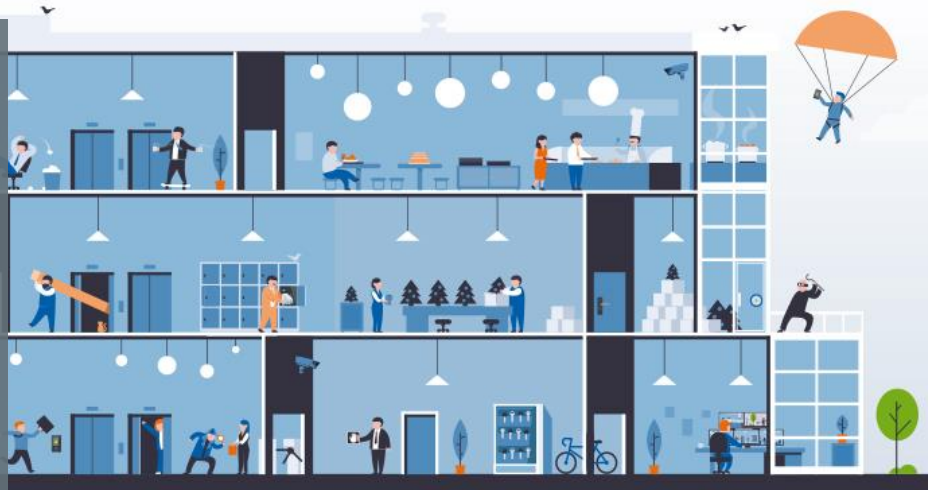




interflex.

For our Allegion-/Interflex-team
we are looking for one at the
earliest

Senior Account Manager (m/f/x), Belgium



Allegion nv / Interflex Datensysteme, based in Groot-Bijgaarden (Belgium), belongs to Allegion since 2013 and is thus part of a worldwide network. We are specialized in security solutions, time and workforce management since 1976. The Allegion group comprises 30 global brands and is selling solutions for pioneering in seamless access – more information on interflex.be. For our location in Groot-Bijgaarden, Allegion nv is looking for an experienced Account Manager.

Senior Account Manager (m/f/x), Belgium

Location: Groot-Bijgaarden, Brussels, Belgium

Responsibilities:

- Solution-selling of our software and hardware solutions, mainly in access control and time management to acquire new customers in Belgium and partly France
- Support of existing customers portfolio with the development of new sales potential from the solution portfolio, your customers portfolio is mainly made of top leading local and international companies
- Conclusion and updating of maintenance contracts
- Preparation of comprehensive offers considering economic efficiency and feasibility
- Processing of specifications and replies to tender with the support of our sales & service department

Education and qualification:

- **Successful in sales:** Experienced with project business and selling IT-solutions more than 4 years, optimally in the sector of access control and time management (software & hardware solutions)
- **Negotiating skills:** you convince with your well-founded professional advice, show a high level of self-motivation and know how to present advantages to the customer (e.g. upper management) compared to competitors
- **New customer business:** You can arouse / determine needs and are a reliable partner after acquisition, who develops the customer relationship permanently. You have an integral role in new business pitches and holds responsibility for the effective on-boarding of new clients. You develop new business programs together with marketing to achieve budgeted sales volume.
- **Prerequisites:** you have a bachelor or a master degree (preferably technical / business orientation), completed relevant sales training and a valid car driving license, either mother tongue/C2 Dutch or French, the other language and English on B-Level

Our offer:

- **Feel Good:** Attractive salary package incl. benefits such as company car (private usage incl.), modern hardware and software, individual development opportunities ecc.
- **Collaboration:** You can expect helpful, open-minded and enthusiastic colleagues and supervisors
- **Make it:** Motivating, diverse work environment with room for your creativity and ideas, flexible working hours
- **Onboarding:** Onboarding program by supervisor, team, mentors, training center (face-to-face and online, e.g. LinkedIn learning) and events

Please contact us via centraljobs@allegion.com or LinkedIn. We look forward to receiving your application incl. salary expectations. Your contact is Christian Hohmann (<https://www.linkedin.com/in/christian-hohmann-880b151b1/>).

Allegion (NYSE: ALLE) is an international security provider with leading brands including CISA®, Interflex®, LCN®, Schlage® and Von Duprin®. With a focus on security around doors and access, Allegion offers a wide range of solutions for homes, businesses, schools and other facilities. Allegion has sales of \$2 billion and distributes its products in approximately 130 countries worldwide.



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