

Sensolus - Channel Account Manager

Ready to determine your own success and be part of a growth story?

In the role of Channel Account Manager at Sensolus, you'll have the autonomy to manage your own schedule, embrace flexible hours, and be part of a growing company with an ambitious vision. Here, you can truly be yourself while challenging and developing yourself. This is your chance to push your boundaries in a company that celebrates successes. Become part of our team and discover how powerful you can be when you're doing a job where you're completely in your element.

What can you expect?

As a Channel Account Manager you act as a true Sensolus ambassador by being the trusted point of contact for our partners. You are responsible for managing our partners within an international context. Your focus will be on building sustainable relationships with partners. Your responsibilities involve:

- Actively seeking new partners who can contribute to our growth strategy
- Managing existing partners: actively scheduling meetings with your partners to discuss upcoming deals, follow up if they have followed adequate training programs, address and resolve conflicts for a collaborative channel ecosystem, ...
- Oversee partners, understand their strengths, and enhance collaboration
- Together with your partners, you ensure lead generation: you participate together in interesting exhibitions, you support your partners in the field etc.
- Collaborate closely with partners to drive product or service sales

What do we expect?

- You reflect on 3 years of B2B sales experience where you served as the main point of contact for partners
- You have technical affinity
- You are fluent in English, French and German
- You are easygoing, persistent, independent, and always take a proactive approach to build sustainable relationships
- You are able to travel to our headquarters in Ghent, but as you are part of an international growth story, you will frequently travel to France and Germany
- Ideally, you have experience within IoT or one of our business segments

What do we offer?

- A competitive salary and attractive benefits such as meal vouchers, health insurance and a cafeteria plan
- An optimal work-life balance: enjoy up to 32 days of annual leave and flexible working hours, giving you the freedom to manage your own schedule. At Sensolus, you'll find the perfect balance between hard work and private time
- An international growth story: challenge yourself, travel extensively, and grow alongside Sensolus, where there's room for personal development and growth
- An engaging and varied job: you'll have ownership and autonomy in your role, giving you the opportunity to make a significant impact and develop initiatives within our partner segment
- An inspiring work environment: join our warm, ambitious team where hard work goes hand in hand with fun. Enjoy fun activities like "Fat Thursday" on the last Thursday of the month, sports during lunch breaks, ...

<https://www.sensolus.com/>