

<https://candidate-1st.com/job/sales-account-executive-netherlands/>

Sales Account Executive Netherlands

Description

As a Sales Account Executive you will be responsible for selling and building relationships with new and existing customers in the Netherlands. You will be the primary point of contact for customers, working closely with them to understand their ticketing needs and challenges and demonstrate how our partner solutions can address those needs.

Responsibilities

Main tasks:

- Identification and persuasion of potential customers, you will also work on your sales pipeline from the first demo phase to the final onboarding;
- Negotiating contracts, with the help of tools like Pandadoc;
- You work closely with customers to ensure a smooth transition to the Customer Success Team and log all relevant information in Hubspot;
- You stay in regular contact with your customers to strengthen the partnership and to discuss contract renewals if necessary.

Qualifications

- **Proven network in the event and/or festival industry**, for example as an event organizer or marketing manager. So proven network in the festival industry.
- Strong affinity and **experience in sales**;
- Strong communication and presentation skills to effectively demonstrate software solutions;
- Strong negotiation skills and experience in entering into contracts;
- **Business fluent Dutch** and English skills (business English C1);
- Knowledge of ticketing is an advantage.

If you are a success-oriented and high-performing sales professional and would like to work in a fast-growing company in the ticketing sector, then please apply to us.

We're looking for a sales person who already has a network in the event / festival industry! You will work from the office (/home) as well as visit customers.

This position can either be based in Amsterdam Or Eindhoven.

Job Benefits

- The opportunity to develop in a dynamic and motivating environment;

Hiring organization

Candidate-1st

Employment Type

Full-time

Beginning of employment

Asap

Duration of employment

permanent

Industry

Event

Job Location

Amsterdam, Netherlands

Working Hours

40

Base Salary

euro 38880 - euro 64.800

Date posted

February 28, 2024

Valid through

31.03.2024

- A competitive salary with more than advantageous commission conditions (bonus is tailor made. It's a performance based bonus. You receive commission on the deals you make.
- Go to the best festivals;
- The opportunity to travel within and outside of the Netherlands