

Accountmanager New Business

Aarschot, Belgium 

38 hours 

WORKING AS AN ACCOUNTMANAGER NEW BUSINESS:

As our Account Manager New Business, you will actively seek new opportunities for our advanced and innovative parking solutions. Together with the client, you will conduct a needs analysis and look for a potential match.

You will be responsible for identifying potential customers, conducting a needs analysis, preparing offers, and closing agreements. Afterwards, you will work closely with our Projects and Service teams to monitor the Customer Experience and keep track of any changing needs.

TIME ALLOCATION:

80% Active prospecting and customer visits

20% Administration quotations





WE ARE LOOKING FOR:

- A social skilled, driven en independent person
- You have affinity with technology and IT
- You have initial experience in sales
- Good command of the Dutch, English and French language
- You have strong communication skills, are motivated and responsible
- You have experience with MS office 365

THIS MAKES US EXTRA HAPPY:

- You have sales experience in the technical sector
- You take initiative and have a strong sense of ownership

WE OFFER:

- Salary**
Competitive salary based on your experience
- Extras**
Net expense allowance and meal compensation
- Trust and space**
Everyone is welcome to participate in our developments, which is why we offer room for your own input and ideas
- Resources**
Laptop, smartphone and company car (including charging card)
- Insurance**
Group insurance and hospitalization insurance

GROWTH OPPORTUNITIES

We are a rapidly growing company and part of the ambitious IP Parking Group. This means there is a lot of potential for growth both within and beyond your own role. We believe in the development of our employees and actively support this.



APPLICATION PROCESS

If reading this or any of the other vacancies makes you happy, we would love to meet you!

01

CONTACT US



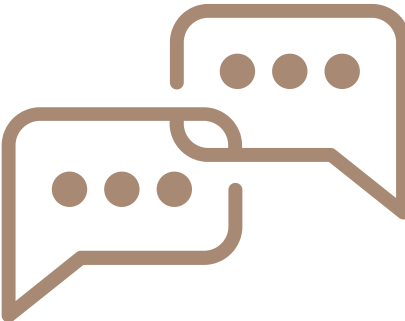
Leave your details:

- E-mail: jobs.be@ipparking.com

We would love to receive your CV and a motivation letter explaining why you want to work with us. We will get back to you as soon as possible.

02

ACQUAINTANCE



If your profile matches, we will invite you for an introductory interview via Teams or phone with Kobe, our Sales Director.

03

SECOND INTERVIEW



If there is a mutual click, we will invite you for a second interview at our office in Aarschot, where we will go into more detail about the role and working conditions.

04

OFFER



Are we both still excited after the second interview? Then you will receive a suitable offer from us!



Family business

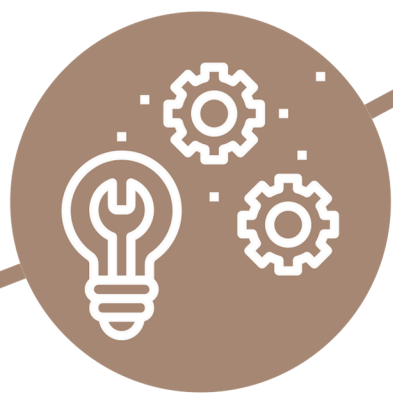
IP Parking is a young and dynamic company full of experience. In our family business, hard work is combined with the necessary dose of fun. We are more than just colleagues and our mutual contact is friendly and based on trust.



Development

Development is important to us, not only in our products, but also for our employees.

We facilitate (internal) training programs, like to think along with you about possibilities and offer the space to grow.



Technology

We develop our products ourselves, both the software and the hardware. Here we combine different and interesting techniques. Our mission is to offer our customers and their end users the best Xperience. This ensures that we are constantly looking for new opportunities, techniques and developments. We believe it is important that all employees are given the space to think along in the process and to contribute to the continuous innovations of our services and product range.

We don't have to be the biggest, but we do want to offer the best service to our customers.



International

Despite the small and close-knit teams, we are part of a growing international organization. We believe it is important that we also work closely with our own customer centers in North America, Belgium and Poland and our dealers worldwide, even remotely.

A large company that therefore feels small and where people really make the effort to get to know each other better.



IPPARKING
it's all about Xperience

Company profile



Active in

NL - USA - BE - POL
IRL - DK - SWE- FIN - ENG -AUS



Founded

2005



HQ location

Deurne, NL



Number of employees

144



Average age

41 years



M/F

80% - 20%



2005

Founding of IP Parking by Eric and Jimmy Smulders

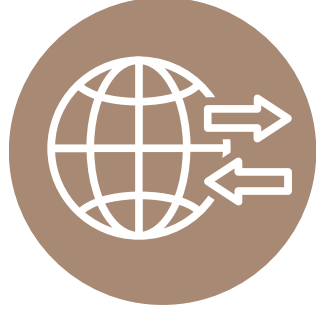


2007

ParkBase, 100% web-based Parking Management System (PMS) including license plate recognition (LPR) is introduced.

2009

Launching Stadsparkeren B.V., mobile parking provider for consumers



2012-2016

Export realization to Germany (2012)
Belgium, UK and US (2013)
France (2015)
Australia (2016)

2017

IP Parking opens customer center in North America.
Introduction of completely ticketless parking system
Export to Canada

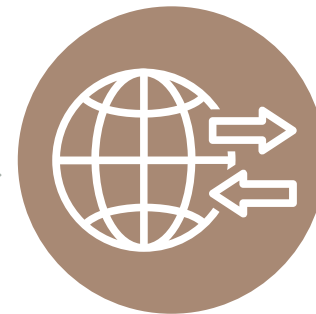
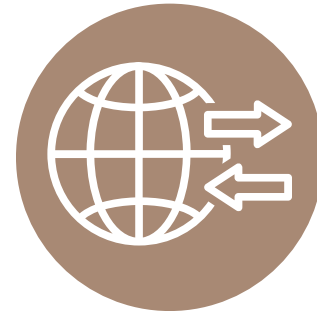


2018

IP Parking reaches milestone of 1,000 projects

2019

Export realization to Ireland and Luxembourg



2020

Export realization to Sweden and Finland

2022

IP Parking acquires customer center Belgium and realizes 2,500th project



2023

IP Parking opens a customer center in Poland