



Technicolor is home to creative technology professionals committed to the creation, management and delivery of entertainment content to consumers around the world. If you are passionate about excellence and innovation, we invite you to come and see us.

You too can be a part of our winning team!

Technicolor Edegem is the world leader in gateway devices and multiple-play applications. We develop state-of-the-art technology for our wide range of- connected home products.

We are currently looking for a

## Key Account Manager BeLux

### Job Responsibilities

- As a Key Account Manager you are responsible for realizing the entire turnover for the Gateways, Set-Top-Boxes and additional Services in your market.
- You develop and sustain new and existing high-level client relationships.
- As a Key Account Manager at Technicolor you take care of the overall sales process in order to meet / exceed sales performance targets.
- You follow the operational implementations of products and services closely and take the necessary actions to maximize customer satisfaction.
- You are on top of the new market developments and inform your sales colleagues on a regular basis. You report directly to the VP Sales.

### Education

An Economical or Technical Master Degree

### Experience

- 3 to 5 years of relevant experience in a similar job.
- You can translate the needs of clients in telecom solutions.

### Skills

- In addition to your sales experience, the technical specifications and protocols around networks have no secrets. In addition, you are bitten and driven by the new developments in the sector and you check the standard procedures in the telecom sector.
- You have an open communication style, and also have an unbeatable perseverance and a thoughtful long term vision

## Language

Fluent English, French and Dutch

## Location

Edegem (Antwerp), Belgium

Department: Connected Home, EMEA Region

## Our offer

We offer a competitive package including fringe benefits such as a company car, free DSL connection, meal vouchers, hospitalization and group insurance together with career opportunities in a highly advanced technological and innovative environment.

Flexible working helps you manage your work-life balance. Next to the 20 days of statutory annual leave and the public bank holidays, you are entitled to 8,5 days extra from the reduction of working hours. Using our flex time system could allow you to 7,5 days more holidays and after each 5 years of uninterrupted service for Technicolor, you get an extra seniority holiday.

As innovative player, we encourage personal evolution. Collaboration will help you discover new opportunities and new working methods. Furthermore, if needed for you to grow and develop your potential we offer training.

## Apply to this position

Technicolor Delivery Technologies Belgium

HR Department

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