

For one of our clients, Asperitas, we are looking for an

Account Manager

Fulltime / Haarlem

Job Description

How about putting your talents to work to start greening the datacentre industry by introducing Immersed Computing® to Asperitas customers?

Are you a strong, efficient, independent, and self-motivated sales professional? Can you encourage people to take action with a friendly and honest approach? Are you a natural connector who can easily find and reach the decision makers? Does delivering excellent customer experience in complex situations make you tick? Would you like to work in a sustainable and innovative company that aspires to change the way in which the world deals with IT?

Asperitas is

...an innovative clean-tech company focused on greening the global datacentre industry by introducing Immersed Computing®. With the Asperitas 'plug-and-play' system, datacentres, cloud providers and IT operators can achieve the highest possible energy savings and also reuse energy. Asperitas is driven by partnerships, customer satisfaction and collaboration. They take the extra mile.

You are

... an experienced account manager with at least 4 years of experience in IT and/or datacentres and/or energy solutions. You have a strong network and an excellent reputation in the (private, hybrid and public) cloud industry, HPC and telecom. You have at least 7 years of experience in new business sales, a proven track record in closing deals, demonstrating a strong learning curve and you want to work in a team where your efforts matter, putting your bachelor or master degree really to work!

You are an excellent English speaker and love to work internationally. Preferably, you are also fluent in Dutch and one other language.

Your job

- Create leads and follow up on them.
- Guide the customer during the entire sales cycle.
- Coordinate the team effort to manage the customer experience on all levels.
- Represent Asperitas in various networks and on events.

Your focus will be on driving sales execution. You will be travelling much continental and incidentally intercontinental.

Besides this, Asperitas expects you to be able to bring your own experience and vision to the table, offer solicited and unsolicited advice and identify and act on opportunities. You will be working in a small team, reporting to the sales director, covering everything from sales tactics to operational execution. You will be advising on how to develop the market and help the channel account manager with building an ecosystem of partners.

Asperitas offers you

... the dynamics and challenges of a new company, an innovative clean-tech company, with a ground-breaking new product. You will get the opportunity to shape your new role in a company where decisions are taken quickly. You will get exposure and the results of your work will be highly visible. Your experience will grow with the company and your rewards will be tuned to your experience level.

You will be working at the Asperitas office, location Haarlem, just 15 minutes away from Amsterdam Central Station.

How to apply?

To apply for this position, you can fill in [this form](#) on our website. In the field *Opmerkingen* please mention 'Account Manager Asperitas'.

Further information?

For more information about this position please contact Marleijn de Groot or Diederik de Sonnaville from Schaekel & Partners:

marleijndegroot@schaekel.nl

diederikdesonnaville@schaekel.nl

030 8783640

Schaekel & Partners

Companies and organisations that seek to attract the best people, work with Schaekel & Partners. For it is our view that the best candidate for a position must be found; he or she does not simply turn up. Schaekel & Partners knows them, or knows where to find them. We offer companies an objective choice of candidates.

We focus on management positions in the field of Operations & ICT Management. That is our strength. This includes also the more complex and specialist roles in Operations & ICT Management. Fulfilling a position is situation-dependent and can take several forms: temporary or permanent, or for instance project-based. The situation determines the form.

Every year, Schaekel & Partners performs a thorough assessment of the job market for management positions, in collaboration with research partners TNO and Nyenrode Business University. Over the past 10 years we have developed a huge amount of knowledge regarding the job market. Our research results in numerous publications (including the Interim Index). We have named the overarching theme as 'the course of the career'. We are eager to give back the knowledge we have acquired, to commissioning clients but also to candidates who wonder whether the time is right for a next step.

Schaekel & Partners was founded in 1987 and is located in Utrecht.