

ACCOUNT MANAGER

Louvain-la-Neuve | Join the Odoo adventure !



ACCOUNT MANAGER

Are you ready to learn fast and have a real impact on the company? Join Odoo, a growing software company with a killer product, a huge global community, as well as a fun and exciting work environment.

Value your **business knowledge**, practice your **language skills** and use your **shark attitude** to reach new objectives !

WHAT WE EXPECT

As an Account Manager, you will be the main point of contact of our different resellers. Concretely, you will be dealing directly with System integrators, IT companies and Resellers from the EMEA region that are adopting Odoo in their solutions portfolio. It's definitely a B2B approach. You'll have daily calls with our partners to grow their revenue based on Odoo solutions and manage your customer portfolio. As their main contact person at Odoo, you'll assist them to get new deals and advise them on best practices regarding the methodology to follow for a successful implementation. You'll develop an expertise over the different business industries you will be in contact with.



RESPONSIBILITIES

Manage Odoo partners located in different countries (Europe and Africa)

Establishing a long term relationship with your partner network

Identify market opportunities

Train, assist, develop partner network to grow their Odoo activity

Demo the Odoo software to end clients

Offer Odoo services and licenses matching their needs

Negotiate pricing with Partners and customers and promote the right value proposition

MUST HAVE

Business Master degree

Fluent in English + German

0 to 3 years technology sales experience

Strong communication/negotiation skills

Entrepreneurial attitude, autonomous, assertivity & proactivity

Affinity with the IT world

Work permit for Belgium

Want more info ?
Ask jbr@odoo.com

BUSINESS ADVISOR

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BUSINESS ADVISOR

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WHAT DO WE OFFER?

- No cold calling - You receive leads and focus on the value creation
- Deal with interesting people : SMEs' CEO, CFO, CTO, ...
- Learn with different management practices
- Deal with companies of various industries, sizes and from different countries
- Large apps scope : CRM, Accounting, e-Commerce, Inventory, HR, Project, ...
- Direct contact with consultants and follow-up of your projects
- High commissions for the best sellers
- No specific start date, we recruit all year long!



RESPONSIBILITIES

Lead the entire sales cycle

Achieve the monthly sales objectives for EMEA

Qualify the customers' needs

Negotiate and contract

Master demos of Odoo software

MUST HAVE

Master in Business

Interest in IT and softwares

0 to 5 years of experience

Fluent in English, any additional European language is an asset

Autonomous, Assertive & Proactive

Affinity with the IT world

Work permit for Belgium

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