

Business Unit	Area 2
Job Title	Sales Manager Benelux
Reporting To	Area Manager, Area 2
Location	Belgium

Job Purpose

- Bring Castles Technology value propositions to and expand business with leading players in the acquiring/acceptance field
- Manage Tier 1 customer engagements, drive account management and ensure customer satisfaction
- Commercialize Castles Technology's devices in the Benelux
- Support marketing & communication on collaterals, contents and presentation materials
- Track key launches and market movements from relevant players to support Castles Technology's product roadmap and broader strategy

Main Objectives & Activities

- You will focus on customer relationship and further market development with Tier 1 players
- You will be responsible to manage all customers in the Benelux
- You will implement strategies to diversify and grow the business
- You will participate/drive/identify strategic partnerships
- You will be in charge of positioning the brand in the Benelux
- You will be responsible of the revenue on the Benelux market

Required Knowledge & Experience

- You are ideally fluent in Dutch, English and French
- You have about 10 years of senior experience in the payment industry (Banks, Retailers or manufacturers) and payment services in commercial / relationship/ business development functions with extensive customer-facing experience)
- You have experience in Financial or Payment industry in senior roles in a technology driven environment
- You are a self-starter, proactively taking ownership and completing them in a fast-paced collaborative environment.
- You have experience working with geographically dispersed teams

- You are reliable and detail-oriented
- You are organized, problem solver, high energy and excellent communication skills
- Proven track-record in growing business and solution selling
- You are pro-active, motivated and used to work accurately
- You have a proven track-record in handling partners and customers
- You are willing to embrace change and to adapt strategies on the fly
- You are able to travel internationally for e.g., to events / conferences or business meetings
- Required: Bachelor's degree (or equivalent experience) in Business, Economics or Engineering
- Preferred: Master of Business Administration or MSc in Business/ Economics

Autonomy and Decision-Making Responsibilities

- As directed by the Area Manager to represent Castles at senior level to internal and external customers.

Internal & External Contacts

- C-Level key customer contacts and sales teams.
- Castles senior management team
- Sales staff
- Technical Team

Key Deliverables

- Increase sales in Area 2

This Job Description will be kept under review and may be amended from time-to-time following consultation with the post holder, to reflect organisational needs.

Agreed:

Name _____ Signature _____ Date _____