

Macadam - Account Manager Vilvoorde

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Join Macadam, a thriving player in the automotive industry where your expertise will be key in maintaining and growing customer relationships. We are looking for a full-time Account Manager to join our team in Vilvoorde.

Who are you?

- **Relationship Builder.** With a solid background in account management, you're passionate about nurturing relationships and driving business growth. You're a natural at identifying opportunities and delivering value to customers.
- **Organized & Autonomous.** You are adept at managing multiple accounts, ensuring satisfaction, profitability, and efficient handling of complaints. You thrive on meeting deadlines and exceeding client expectations, working independently yet collaboratively with colleagues.
- **Customer-Centric.** You know how to engage with clients, addressing their needs and creating strategies to improve service levels, making sure they always come first.
- **Experienced.** You have a Bachelor's degree in Business, Marketing, or a related field and bring 3+ years of account management experience. You're skilled in CRM tools, Microsoft Office, and thrive on communication, organization, and problem-solving. With a proven ability to juggle multiple projects, you're client-focused and have experience in the remarketing or automotive industry, always delivering top-notch service.

What will your workday look like?

- **Account Management:** You'll be the key point of contact for managing client relationships, ensuring their satisfaction and maintaining account profitability.
- **Opportunity Creation:** You'll identify and create business opportunities within existing accounts, ensuring sustainable growth.
- **Problem Solving:** You'll proactively tackle client concerns, drive high satisfaction, and remove barriers to sales growth with innovative solutions. Through monthly reviews of KPIs and client feedback, you'll keep our customers happy and engaged.

What's in it for you?

- **Hallo Team Macadam!** Be part of a fast-growing and dynamic team where

your contribution will be valued. You'll receive a warm welcome and work with some of the best in the business.

- **Competitive Compensation.** We offer a competitive salary based on your experience, along with additional benefits tailored to support your career development.
- **Flexibility.** Enjoy the freedom of managing your schedule while ensuring that client needs are met.

Why shift gears to Macadam? Because here, you will...

... **rev up your potential.** This isn't just a job, it's a launchpad. At Macadam, you're not confined by your role, you're propelled by your potential. Show initiative, and the sky's the limit. We're not just a healthy company in full bloom but the driving force behind your aspirations.

... **experience empowerment.** We're not a top-down hierarchy; we're a network of empowerment and expertise. Your voice matters, your ideas count, and your journey is one of our priorities.

... **pioneer progress.** With cutting-edge tools and a supportive team, you'll be part of a forward-thinking company that's not just about maintaining the status quo but about setting new standards

<https://www.macadam.eu>