

Macadam – Key Account Manager

Who are we & who are you

Who are we?

Macadam is an independent expert in the automotive sector, specialising in objective vehicle inspections and damage assessments. We support leasing companies, car manufacturers and large enterprises with professional, high-quality and innovative solutions.

Digital inspection is our greatest strength

We develop our own digital inspection tools and back-office systems with advanced software and AI to increase the comfort and efficiency of our inspectors and customers. We are proud that this makes us one of the market leaders in vehicle inspections in Europe.

Your role

- As Key Account Manager BeLux, you will be responsible for the development, management and commercial growth of our customer portfolio in Belgium and Luxembourg.
- You will act as a **strategic point of contact** for our key accounts and build lasting relationships with existing customers. You will ensure a high level of customer satisfaction, identify new needs and translate these into concrete solutions and commercial opportunities.
- In addition to further developing existing accounts, you will play an **active role in expanding the customer portfolio**. You will identify market potential, initiate commercial processes and contribute to revenue growth, profitability and market expansion.
- Thanks to your insight into the market and customer needs, you know how to translate opportunities into concrete actions that contribute to sustainable growth.
- In this position, you will report to the Regional Director.

Your responsibilities

- Developing, managing and further expanding strategic key accounts with a focus on revenue growth and margin improvement
- Building and maintaining **sustainable relationships with customers** and acting as a strategic point of contact at the management level
- Identifying, initiating and realising **upsell and cross-sell opportunities** within existing accounts
- Proactively prospecting and attracting **new customers within the BeLux market**
- **Analysing market developments and competition** to strengthen commercial strategies
- Coordinating and leading **tender processes**, including pricing strategy and negotiations
- Responsible for the commercial performance and further development of your customer portfolio
- Setting up and following up on **forecasting and sales planning**

- **Working closely with operations, finance and international stakeholders** to realise customer expectations and commercial objectives
- Actively contributing to the further **professionalisation of the commercial approach** within the region

Your profile

- At least **5 years of experience** in key account management, strategic sales or business development, preferably within the automotive, leasing or B2B services sector
- Strong commercial insight with a **proven track record** in developing existing accounts and generating new business
- **Experience with complex B2B sales processes**, tenders and negotiations at the decision-making level
- **Strong relationship builder** who creates trust and develops lasting partnerships with customers
- Results-oriented, entrepreneurial and driven by commercial objectives
- Strategic thinking combined with a pragmatic and hands-on approach
- Strong analytical skills and **familiar with KPI monitoring, forecasting and reporting**
- Fluent professional knowledge of **Dutch, French and English**

What's in it for you?

- You will occupy a **key position within a growing international company** where entrepreneurship is central. In this role, you will have autonomy and responsibility for expanding your market.
- We offer a **competitive salary, supplemented with fringe benefits** such as a company car, mobile phone, hospitalisation insurance, group insurance, meal vouchers and eco vouchers. You can further customise your remuneration package through the cafeteria plan. Your salary is based on your experience and grows in line with your skills and ambitions.
- You will have the opportunity to **meet customers and partners in BeLux regularly**. As a Key Account Manager, you will be on the road visiting customers, working from the head office or logging in from your home office.

Ready to take your ambitions to the next level? Apply today!

Contact our HR Manager Els Van den Eynde with your CV and cover letter via the button below.

<https://www.macadam.eu>