ACCOUNT MANAGER – MEDIOR

At inPhocal, we are revolutionizing the industrial laser marking industry. Our groundbreaking and patented technology delivers an ultra-long focus depth, enabling high-speed, high-precision marking on complex and curved surfaces without refocusing—a capability unmatched by any other system in the world.

With our machines already in the field and a rapidly growing client base, we are scaling up fast. To drive this success, we're looking for a Medior Account Manager to own and nurture our client relationships. You will be the primary advocate for our customers, ensuring they achieve maximum value from our groundbreaking technology while driving retention and identifying opportunities for growth.

HOW YOU'LL MAKE AN IMPACT

As a Medior Account Manager, you will be a crucial part of our commercial team, driving our growth with a hands-on and proactive approach. You will focus on building strong relationships with second-tier and mid-sized companies, ensuring they succeed with our technology while you expand our customer base. This role is perfect for a practical, results-oriented sales professional with a "can-do" mentality who is eager to grow.

Your core responsibilities will include:

- **Achieve sales targets** and contribute to profitability.
- Promote our unique and patented products and services to **grow our presence in the market.**
- Build and maintain long-term customer relationships with a strong focus on **generating new business** with mid-sized and growing companies.
- **Understand customer needs and effectively** manage standard contract negotiations.
- Gather and share **customer feedback and market trends** with the sales team.
- Demonstrate strong inside sales capabilities to effectively **manage your sales pipeline.**
- **Travel worldwide to meet with customers/potentials** and represent inPhocal at tradeshows.

WHAT YOU'LL BRING

- **Education:** Bachelor's degree (Technical or Business preferred).
- **Experience:** 5+ years of B2B sales experience, with a proven track record of selling technical capital equipment and/or industrial machines directly into the FMCG or packaging industries.
- **New Business Focus:** A relentless drive and proven success in generating new business opportunities.
- **Communication:** Strong communication, influencing, negotiation, and presentation skills, with fluency in English both spoken and written. .
- **Mindset:** A hands-on, practical, and proactive approach with a passion for technology and building customer relationships.
- **Travel:** A willingness to travel globally to meet with customers and attend tradeshows.

Advantages:

- Direct experience in the coding and marking industry.
- Speaking multiple languages including Dutch.

WHAT WE OFFER

- **Compensation:** A competitive salary and participation in our Employee Stock Option Program (ESOP).
- **Growth:** A clear growth path to a Senior Account Manager role, supported by continuous learning opportunities, internal training, and personalized coaching.
- **Impact & Culture:** The chance to make a significant impact in a fast-growing, international team with a great atmosphere, supported by fun events and social gatherings.
- **Innovation:** The opportunity to work with groundbreaking, sustainable technology that is changing an industry.

Ready to make your mark?

Please send an email with your CV to

accountmanager@inphocal.odoo.com

Please visit our website, LinkedIn page and watch our CEO's pitch to have more information about the unique inPhocal Laser Technology.