

ACCOUNT MANAGER – SENIOR

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 Senior 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 Senior Account Manager, you will be a **key driver of our global growth**. You will take ownership of our most strategic client relationships, ensuring they derive maximum value from our unique technology while expanding our market presence. This is a strategic role with a strong focus on generating new business.

Your core responsibilities will include:

- **Drive worldwide sales and profitability**, taking strategic ownership of top-tier accounts.
- Promote our unique and patented products to **increase global market share**.
- **Build and maintain long-term customer relationships** with a primary focus on acquiring **new business** with first-tier companies.
- Deeply **understand the needs of first-tier clients** and effectively negotiate high-value, complex contracts.
- Act as a strategic partner by sharing customer insights and market trends to **directly influence business and product strategy**.
- Demonstrate strong **inside sales capabilities** to manage the sales pipeline and client communications effectively.
- Engage in **worldwide travel** to meet with key customers and potentials represented inPhocal at major industry tradeshows.

WHAT YOU'LL BRING

- **Education:** A Bachelor's degree in a Technical or Business-related field.
- **Experience:** 10+ years of strategic B2B sales experience, with a proven track record of selling technical capital equipment and/or industrial machines directly into the FMCG or packaging industries. Experience managing direct sales to B2B OEM key accounts.
- **New Business Focus:** A relentless drive and proven success in generating new business opportunities.
- **Communication:** Exceptional communication, influencing, negotiation, and presentation skills, with fluency in English (both spoken and written).
- **Mindset:** A genuine passion for technology, a customer-centric focus, and a desire to build lasting business relationships, all driven by a proactive, hands-on, and "can-do" attitude.

- **Travel:** A willingness and ability 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 possible growth path to a Senior Sales Manager, a broader role with more responsibilities. Continuous learning opportunities, internal training, and personalized coaching to help you excel.
- **Impact & Culture:** The chance to make a strategic impact in a fast-growing, international team with a great atmosphere, supported by fun events and social gatherings.
- **Innovation & Development:** 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

senioraccountmanager@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.

