

Mobeyond – Community Account Manager

SALES

We're looking for a Community Account Manager

We are looking for a Community Account Manager with expertise in dealer network development to play a critical role in driving growth through strategic partnerships, new commercial models, and value-added services.

Job Tasks

- Building partnerships en identify growth opportunities with vehicle suppliers.
- Prospecting new potential customers with a link to the vehicle ecosystem, focused on vehicle suppliers & networks.
- Maintaining the existing customer portfolio and current network.
- Holding comprehensive, engaging presentations for clients.
- Understanding the needs of each client.
- Together with a service delivery consultant, you guarantee smooth start-up of new customers.
- Continuously learning about the newest functionalities in our applications.
- Translating complex market and regulatory developments into business opportunities.
- Developing compelling business cases and commercial models for new and existing solutions.
- Representing the company at industry events and in discussions with strategic stakeholders.
- Driving go-to-market activities for solutions related to the vehicle ecosystem, with a focus on vehicle suppliers & networks.

What qualities do you need?

Degree: Bachelor in business or equal by experience

Experience: Minimum of 5 years' experience in account management, big plus is in an organization within linked to vehicle dealers or vehicle dealer networks (preferably with a link to a SaaS-environment).

Expected knowledge:

- Proven track record in business development in automotive, leasing, fleet- ownership or management, fleet sale or related IT-systems.
- Strong network in vehicle leasing, fleet owners, automotive dealers and dealer networks.
- Excellent understanding of supplier–OEM dynamics and value chains in the vehicle industry.
- Entrepreneurial mindset with excellent negotiation and partnership-building skills.

Languages: Strong knowledge of English, Dutch and French

What do we offer?

- A strategic role in a fast-growing, future-focused company
- A collaborative and supportive work environment
- Flexible working conditions (hybrid model)
- Competitive salary package with benefits like a car, insurances, meal vouchers,...

<https://mobeyond.eu/en>