

## **Account Manager Smart Industry Solutions**

Are you looking for an international career opportunity and become member of a developing sales team in a dynamic mid-sized organization? Would you like to work within a high growth company with a broad product range? Will you become part of an international privately owned international company which delivers innovative smart industry solutions?

This is good news because FullFact Solutions is looking for an Account Manager with experience in software sales in the industrial market.

A role in which you take care of growing and maintaining market presence of FullFact, with a commercial and ambitious attitude.

You will play an important role in realizing our ambitions in which we will see rapid growth and development. In a personal conversation we would like to explain what our ambitions are and how we want to realize them with you.

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### **FullFact Solutions - a Decide4Action company**

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Since September 2021 is FullFact Solutions a Decide4Action company. A USA based company with 3 locations in the USA, Canada and NL with appr 50 employees.

We develop and deliver Overall Equipment Effectiveness (OEE) and performance improvement software for production lines in the Food & Beverages, Pharmaceutical and Industrial markets. We monitor over 5.000 production lines worldwide.

Our software helps to continuously improve machine effectiveness and production processes. Machine and production losses are mapped quickly and visually. This enables companies – through continuous improvement – to significantly reduce their losses and substantially increase productivity.

We work with 10 dedicated professionals at the innovative Brainport Industries Campus in Eindhoven (NL). We closely work together with our US and Canadian colleagues and international partners.

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### **Account Manager**

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Member of our sales team in the Netherlands reporting to the International Business Manager.

We offer a full-time job with the possibility to work from home. Communication is in Dutch and regularly in English.

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## **Tasks and Responsibilities**

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- As part of our team, you will make an important contribution to growing and maintaining the market presence of FullFact.
- Your target market will be our international Installed base, our existing customers and you will be qualifying upgrades, upsell and cross-sell opportunities.
- As an account manager you will be presenting our software suite, initiate demos with a business consultant and close contracts both on-line and on-site (if required)

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## **Reporting & Accountability**

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You will report directly to the International Business Manager. A high degree of independence and decision-making skills are required.

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## **Education and Experience**

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- At least Bachelor's degree-work level (HBO, higher professional education)
- At least 5 years of relevant work experience in a similar role.
- Good command of Dutch and English. German (a plus)
- Experienced in Software Sales in the industrial/manufacturing (software) market.

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## **Job Skills**

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- Commercial professional
- Eye for opportunities and closer
- Good oral and written communication skills (NL/EN)
- Communication skills towards shopfloor and management
- Analytical and investigative

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## **FullFact terms of employment**

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The terms and conditions of employment are as follows:

- Competitive fix + variable
- Pension
- Car and/or travel expenses
- Mobile & laptop
- Work location: flexible (office & home)

Are you interested in the role as Account manager at FullFact? Please send your CV + motivation to Lizette van der Loo: [office@fullfact.com](mailto:office@fullfact.com).