

Account Manager (M/F)

Based in Rotterdam, our client is a leading industrial company active in **energy and automation** technologies.

Technological leader and pioneer in its field, our client develops high-quality **energy solutions to accelerate the energy transition** towards a sustainable future.

To ensure their strong growth, we are looking for an Account Manager (M/F).

RESPONSABILITIES

As an Accountmanager, you grow, and diversify relationships with a defined portfolio of customers. You will own the account strategy, drive profitable growth, and ensure an exceptional customer experience, with a focus on industrial clients in the electrical equipment, protection and control systems, and software domains.

Your main responsibilities :

- Own and execute medium -to long- range account plans to expand share of wallet, profitability, and customer satisfaction.
- Develop client retention and growth strategies for a defined group of existing accounts; identify and convert repeat-sales opportunities.
- Build strategic, trust-based partnerships with decision makers and influencers; map and expand relationships across customer organizations.
- Coordinate sales activities end-to-end (demand creation, opportunity shaping, proposals, negotiation, closure) in alignment with business goals.
- Manage the resolution of customer issues, ensuring timely, high-quality service and a superior customer experience.
- Forecast, track, and report pipeline, revenue, margin, and account health; use insights to adjust plans and prioritize actions.
- Lead or coordinate cross-functional teams (technical, service, operations, finance, legal) to deliver winning solutions.
- Manage projects or processes with limited oversight; coach, review, and delegate work to colleagues as needed.
- Maintain strong market awareness—competitors, pricing, and trends in the energy and industrial segments—and feed insights back to the business.
- Uphold compliance with internal policies, including HSE, quality, integrity, and data privacy.

PROFILE

- Bachelor's degree minimum, preferably in Electrical, Electromechanical, or Electronic Engineering.
- 5+ years of account management, key account, or solution sales experience; energy/power, grid automation, or industrial electrification sector experience strongly preferred.
- Proven track record of delivering growth with complex, multi-stakeholder customers and solution/value-based selling.
- Interest and familiarity with sales to industrial customers of electrical equipment, protection and control systems, and related software.
- Strong commercial acumen: pipeline management, forecasting, pricing, and contract negotiation.
- Excellent stakeholder management and problem-solving skills; comfortable with difficult, often complex challenges.
- Languages: Fluent Dutch and intermediate-to-fluent English required.
- Proactive, curious, and eager to learn; self-driven with strong ownership and teamwork mindset.
- Willingness to travel to customer sites across the Netherlands and occasionally within the Benelux region.

OFFER

- Impactful work accelerating a sustainable energy future.
- Competitive compensation with performance-based incentives.
- Learning and development opportunities, including technical and commercial training.
- Inclusive, flexible, and safety-first work environment.
- Collaboration with expert colleagues across the company's global network.

Intéressé(e) ?

Envoyez votre CV accompagné d'une lettre de motivation via [URL](#) ou à recruitment@pahrtners.be.

**YOUR APPLICATION AND RELATED INFORMATION
WILL REMAIN STRICTLY CONFIDENTIAL.**