



## **A real challenge in an international high tech & financial environment**

“Professional of the Financial Sector” (P.F.S.) and leader in Business Resilience in the heart of Europe, eBRC delivers “on demand” e-Continuity and e-Agility services in line with the business needs of its clients as well as national and international regulatory requirements. In this environment, eBRC is currently looking for:

### **National and/or International Account Managers (M/F)**

#### **Mission:**

- Your main responsibility will be to sell innovative solutions and Managed Services solutions in order to promote the services and the infrastructures based in Luxembourg;
- You will manage the commercial process through direct and indirect sales channels in establishing partnerships with other companies;
- You will be responsible for creating and developing a portfolio of customers in following sectors (Governmental, Institutional, Industrial, SMB, Health Care, Financial sector...);
- You will interact at all level within the customer’s organisation in order to establish the first contacts, managing contracts negotiations and closing the deals;
- You will have to travel on a regular basis.

#### **Profile:**

- You have a proven track record in a sales position (B to B markets);
- You have relevant sales experiences and strong capabilities to drive business development processes;
- You have relevant key account management experiences and strong capabilities as a “hunter”;
- You have a significant background with at least five years of experience in the Managed Services, being successful in this competitive sector;
- You have very good language skills speaking at least French and English fluently, any other language will be considered as an advantage;
- You are autonomous, enthusiastic and rigorous in your approach;
- You are ready and highly motivated to face new challenges.

Dynamic and creative, you know what team spirit and client service mean. eBRC is giving you the opportunity to join a young and fast growing company.

You will benefit from a wide autonomy to develop the services offered by the company as well as from an attractive wage based on your knowledge.



ebrc is an equal opportunities employer. This means that we will interview all disabled applicants who meet the minimum criteria for a job vacancy and consider them on their abilities.

For a first confidential discussion about this challenging position, please contact Sandrine Boucquey - HR Department +352-26 06 1 or via email [recrutement@ebrc.com](mailto:recrutement@ebrc.com)