



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.



For a first confidential discussion about this challenging position, please contact Sandrine Boucquey - HR Department +352-26 06 1 or via email recrutement@ebrc.lu.

Please visit our website: www.ebrc.lu