



For more than 30 years, our client **AVEX** has been a leader and a specialist in professional audiovisual solutions. **AVEX** develops and builds functional, reliable and innovative audiovisual installations for a wide range of applications, including: Real Time & Corporate Communication Solutions, Meeting and Presentation Systems, Event Facilities and Building Management Systems. From offices in the Netherlands (HQ), Belgium and the United Kingdom, more than 220 professionals work for clients in virtually all sectors and segments: trade, industry, government, culture, sport, recreation, care, hospitality and education. In addition to solutions for conference rooms, lecture-, court- and congress halls, **AVEX** also supplies control- & emergency rooms and large public buildings such as stadiums and multifunctional sports centres with the right sound and image. The specialists at **AVEX** work with proven technologies but are also trendsetters in the latest developments in AV. As a member of the **Global Presence Alliance (GPA)**, **AVEX** is also part of a worldwide network and partnership of innovative solution providers of audiovisual and unified communication solutions.

The Event Facilities department provides customised audiovisual facilities for events of a temporary nature such as hybrid events, online studio broadcasts, live streaming solutions, presentations, press & video conferences, openings, congresses, exhibitions, corporate parties etc.

To further strengthen and develop the commercial partnership with a large European Key Account in Brussels, we offer a unique and exciting career opportunity for an excellent :

European B2G Key Account Manager

Event Facilities

MISSION

- In this role you will be the dedicated Key Account Manager for an important European multi-site client. • You will be responsible for developing a clear strategy and for translating the business objectives into concrete sales and action plans.
- You will detect and qualify new projects and create opportunities through customer relationship management, site visits, networking and marketing initiatives. • You will support clients by providing expert and creative advice on the right audiovisual and hybrid solutions. • In close collaboration with a specialist team of Project Managers you will enable clients to give their congress, event, opening, meeting or product presentation the desired look and/or feel. • You are responsible for developing a fruitful and professional long-term relationship with the client and for ensuring optimum customer satisfaction. • You will report directly to the Manager Events Facilities.

PROFILE

- This position is open for candidates with a successful and relevant experience in B2B/B2G business development-, key account- or customer relationship management, preferably for large and international multi-site organisations. • Expertise in or outspoken affinities with events (facilities, infrastructure or technologies) and/or related audiovisual solutions is highly recommended. • You are a creative, forward-thinking and resourceful professional with an entrepreneurial mind-set, high autonomy and real business acumen. • You are a thorough, persuasive and result-oriented networker and negotiator with excellent communication and presentation skills. • You are fluent in English and French (oral & written) with a good practical knowledge of Dutch. • During the training and introduction period, you will work alternately at our offices in Breukelen (20-40%) and Brussels (60-80%). • You are prepared to travel regularly across Europe for client visits and events.



INTERESTED ?

Send your application letter and CV to Search & Selection for the attention of Mr. Marc Van Beethoven : m.vanbeethoven@searchselection.com.

You can also register on-line on our website www.searchselection.com and apply directly for this vacancy by following reference number : 13870.

OFFER

AVEX is strongly committed to its core values : Commitment, Integrity, Pro-Activity and Professionalism. In addition, the company strives for a healthy balance between people, planet and profit. AVEX offers you an exciting career within an innovative and solid company with plenty of room for personal development, short lines of communication and an informal and open culture. You can look forward to excellent and motivating remuneration package with bonus and company car.

