

# COMMERCIAL EXECUTIVE ACCOUNT DEVELOPER

Lansweeper is a software package used by IT professionals in medium-sized businesses as well as the most well-known multinationals and organizations for the inventory, analysis, and management of their entire IT network.

Want to know more? Take a look [HERE](#).

## A day in the life of



Assess



Coordinate



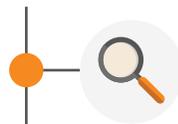
Maintain

You **coordinate** a custom approach to realize the potential together with your more technical colleagues.

You communicate with IT pros, managers, and purchasers via email and over the phone.

You share ideas about improvements to processes, the software, and customer experience.

You join in on projects of all kinds that support and drive Lansweeper's growth.



You **assess** inbound opportunities and our current customer base to determine commercial potential.



You **maintain** the customer relationship and are their executive representative.



You progress in your career by continuously learning and expanding your skillset.



You provide potential customers with a general overview of Lansweeper's capabilities during screen sharing sessions.



You start and end your day a bit later once a week to cover our global customer base.

# Hi! My name is [your name here] I'm the new Account Developer



[Paste picture here]



[Paste picture here]

## I am someone who



puts the customer first.



is enterprising and has a commercial mindset.



isn't intimidated by big names.



figures out what customers need even if they don't know themselves.

## I have a



professional bachelor's degree or higher.



thorough knowledge of written and spoken English (CEFR B2) to correspond with customers from all over the world.



professional grasp on the Dutch language to talk with my colleagues.



broad and active interest in IT as well as a solid IT working knowledge.



**Going for gold?**



Fluent in Spanish, Portuguese, or other languages?



Feeling for international business cultures?



A background in account management?

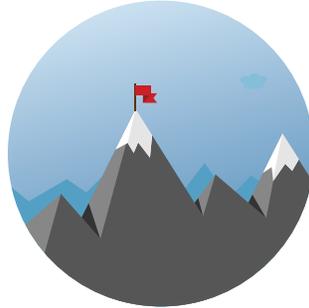


Experience with potential assessment algorithms?

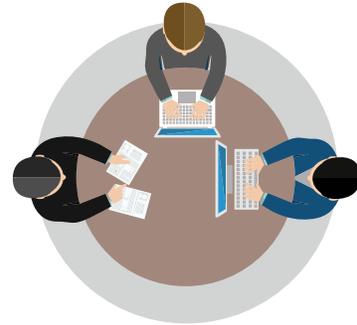
# Our offer you can't refuse



Growing along with a company  
in full expansion



Variation, challenges, and  
responsibility



Easygoing teamwork



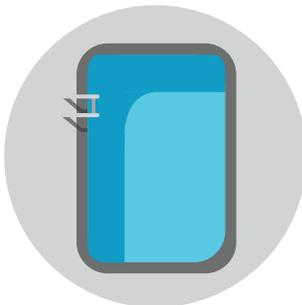
Internal and external training



Competitive wage  
Interesting bonus



Non-statutory benefits



Indoor pool



Foosball tables  
Arcade



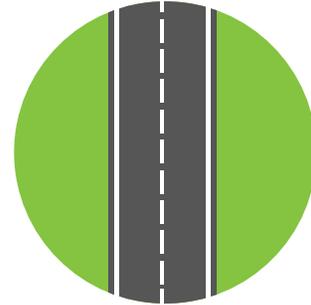
Pool table  
Lounge



Close-knit group



Office located in a peaceful,  
green environment



Central and convenient  
office location

Goesting? ✉ [Careers@lansweeper.com](mailto:Careers@lansweeper.com)