

Cross Point develops, produces and supplies integrated security systems for retail customers around the globe. The most well-known products are the electronic article surveillance (EAS) systems in the retail stores.

We are growing thanks to our continued focus on new developments and innovations with respect to products and concepts. Operating out of our head-office in the North-East of the Netherlands (Emmen), we have established a strong market position in over 80 countries.

GLOBAL ACCOUNT MANAGER

The Global Account Manager will be a strong and trusted advisor and relationship builder with international operating retailers.

The main tasks of the Global Account Manager are:

- Establish or increase Cross Points solutions awareness at various senior decision making levels at HQ level of these international operating retailers.
- You will work with Cross Point HQ, regional and country teams (VAR's) to create a flawless customer experience and position Cross Point technologies and services that deliver business outcomes.

RESPONSIBILITIES

- Global Account Leadership - Leadership and understanding of the account needs.
- Build trusted client relationships - A front man who typically is acting in the first hours of setting up new contact with large retail accounts. Functioning as the quartermaster of the company and laying the ground for future retail projects.
- Account Strategy and Goals - You will develop an integrated account plan to drive the adoption of our solution within the retailers operation.
- Focus on Strategic Deals - Identify and close regional/country strategic opportunities with the accounts through positive relationships with VAR's and partners as well as regional Cross Point sales team to maximize Cross Point's opportunities.
- Innovation at the edge - Work with the customer to develop an innovative strategy to help save cost and deliver value to their business in those markets where the retailer operates.
- Operational Excellence across the Region - Orchestrate Cross Point services in order to maintain high level of customer satisfaction.
- Define new product requirements and new business opportunities.
- Successfully drive revenue growth across multiple product platforms.
- Identify, evaluate, and report on market and customer opportunities.
- Reporting directly to the Global Sales Director.

QUALIFICATIONS

- You have 5+ years sales account experience.
- You have minimum a Bachelor degree, university degree is a pro.
- You possess a track record of selling large technology solutions with specific focus on driving business outcomes for clients.
- You are a self-starter with the ability to build executive relationships, articulate product and business strategies, create demand and close deals. You have shown resilience and have a "can-do" attitude.
- You are able to work with different teams from various businesses within Cross Point including Sales, Finance, R&D, Marketing and Manufacturing.
- You have leadership skills in a global teaming environment.
- You can provide specific examples of closing large, strategic deals with retailers operating 100+ locations.
- You have excellent selling skills requiring high-level presentations, persuading, and negotiating with retailers, business partners and other key decision makers.
- You demonstrate the ability to understand and communicate customer needs, marketplace dynamics, industry trends, and competitive threats within a market.
- Understanding of the disciplines of strategic account planning, account management, new account development, and administration.
- Excellent English language skills, and strong knowledge of at least two more languages (cfr. Spanish, French, German)
- Ability and eagerness to travel frequently to meet customers and support Cross Point business growth.

Please mail your application and CV to pz@crosspoint.nl to the attention of Mrs. Bernadette van Loon-de Vries. Cross Point, Waanderweg 12, 7812 HZ, Emmen, the Netherlands - phone +31 591 66 88 66, www.crosspoint.nl