

JOB DESCRIPTION FOR A SENIOR ACCOUNT EXECUTIVE (BENELUX)

Job title	Senior Account Executive (Benelux)
Reporting to	Rob Masson, CEO – The DPO Center BV
Preferred candidate location	Amsterdam region / The Netherlands
Job location	Home based (occasionally Amsterdam/London offices)
Salary	€100,000 plus team performance bonus
Benefits	Pension + 25 days annual leave + Personal Development
Role	Full Time. Permanent (37.5 hours per week)

Background on The DPO Center group

The DPO Center is a data protection compliance consultancy formed in the United Kingdom (UK) in 2017. We provide outsourced Data Protection Officers, privacy consultancy services and GDPR representation to over 600 organisations globally. The DPO Center group consists of The DPO Centre Ltd in the UK, The DPO Centre Europe Ltd in Dublin and The DPO Center B.V in The Netherlands, together with a network of representation offices throughout the 27 EU Member States.

We offer the opportunity to work in a dynamic, varied and challenging role, alongside a group of like-minded and motivated professionals, within a structured, organised and co-ordinated team.

Our mission, based on our #oneteam philosophy, is “To inspire and develop one remarkable team, that delivers the extraordinary”. We win as a team so we don’t reward based on individual targets, but we do incentivise team success. Contact with management and the other members of the team will be frequent, as are the opportunities for team social activities. This therefore not only fulfils the ongoing requirement to exchange knowledge, share experiences, improve our processes, develop our documentation, and constantly improve on the best practice framework employed with our clients, but also to ensure that our new recruits feel very much like an integral part of a motivated, sociable, and connected team.

Further details on The DPO Center and our team can be found at www.dpocenter.eu.

Candidate profile

First and foremost, The DPO Center is a service business. We look only to recruit proactive, motivated, enthusiastic, customer driven, commercially aware team players, who can clearly demonstrate a passion for what they do and therefore offer an ideal fit with our core values and culture.

Due to our continued growth and European expansion, we require an outstanding Senior Account Executive to build and deliver a new business strategy that maximises our growth within the Benelux region.

You must be a respectfully persistent and persuasive person who is able to demonstrate excellent communication and presentation skills and possess the ability to articulate a clear value proposition that mitigates commercial and compliance risk.

Ideally, you will have an understanding of data protection law and possess the ability to manage the demands of a growing pipeline of clients and prospects, and therefore be able to prioritise effectively and maintain the highest degree of confidentiality and professionalism. Experience in a professional services environment would be advantageous.

To be our ideal candidate, you will value attention to detail and deliver high quality work that meets client deadlines. You will be dynamic, determined, and able to demonstrate a successful track record in account

development and sales. You will be forward-thinking, have a strong work ethic and demonstrate a 'can do' attitude.

Duties and responsibilities:

Business Development

- Define your ICPs and your ongoing engagement strategy
- Establish the inbound lead requirements needed to support you in meeting your sales goals
- Foster long term partnerships and relationships with key customers
- Create and execute strategies to develop new business from existing clients
- Assist the sales team to consistently improve the overall sales plan and go-to-market strategy
- Maintain accurate records on our CRM system to provide full visibility of your sales pipeline
- Prepare forecasts and report on your KPIs
- Ensure the effective handover of client wins to our project delivery team
- Contribute appropriately to your monthly team sales targets

Person Specification:

Education and experience

- A degree level qualification, however, a proven track record of success in relevant account or sales roles is more valued
- Minimum of 5 years B2B experience, ideally in professional services

Personal:

- An enthusiastic team player
- Confident, outgoing and highly organised, with drive, initiative and enthusiasm
- Respectfully persistent and persuasive
- A willingness to learn, work hard, contribute to the team and develop new skills

Required skills

- Highly organised, structured and disciplined
- The ability to work under pressure and prioritise multiple activities
- Excellent written, verbal and non-verbal communication skills
- Experience of using Microsoft Office applications and Teams
- The ability to maintain a high degree of confidentiality, trust and credibility
- Confidence to propose new and improved processes and effect positive change
- A willingness to learn and develop new skills

Desired skills

- A level of understanding of data protection and compliance regulations
- Written and spoken abilities in at least one Benelux related language
- Experience using HubSpot

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