



## Blink Charging – Account Manager

### Account Manager

Do you have an affinity for renewable technologies, products and innovation? And are you looking forward to a challenging position as **Account Manager**? EVs are booming and Blink Charging is also growing rapidly. Our ambitions are high and therefore we are looking for a new colleague to continue this growth together with our sales team.

Curious about what your tasks would entail?

- You are responsible for maintaining and managing the accounts related to the Blink-host and Blink-owned chargers and visit your customers on a regular basis both in Flanders and in Brussels and Wallonia.
- You build good customer relationships through proactive communication and a solution-oriented approach. You improve operations through strong customer reporting e.g. SLA monitoring, performance tracking.
- You have a keen eye for opportunities at existing clients. Your first role is making the existing business grow. For the Blink-owned chargers you will act as the owner, optimizing all aspects.
- You represent your clients internally, cooperate with colleagues of other department and vice versa they also know they can come to you for all their questions about your clients.
- You continuously expand your network and connect with new unknown people.

### What do you need to excel in this role?

- Your interest in electric driving and charging is endless. Terms like MSP, CPO are no stranger to you (or at least you've started looking them up).
- This role is not new to you. You have a knack for generating new business, in our or a relevant sector.
- You think strategically and you do not avoid complex business problems. You formulate solutions.
- Negotiation and customer-oriented communication is your second nature.
- You have a passion for customers and do everything to make the customer journey as pleasant as possible.
- You maintain a helicopter view on your accounts.
- Thanks to your perseverance, you achieve your goals in no time.
- You highly value intrapreneurship and have an entrepreneurial mindset.
- Because you work in a rapidly changing environment, a flexible attitude is an absolute must.
- You can express yourself fluently in Dutch, French & English.
- Ideally you can make P&L calculations and have experience in tendering processes, or this is something you are ready to learn.

### What's in it for you?

Blink Charging Belgium is a game changer; we are the pioneer of electric driving in Belgium. Did you know that we installed the first 70 charging stations in Belgium? Our sector is changing at lightning speed, no two days are

the same and our team is growing at least as fast. **Entrepreneurship** is our second nature; you are in the driver's seat of your own career and we give you the tools you need for your personal development. Above all, with us you get the **confidence** to do new things, and to try and learn.

You work near Berchem Station or from your cozy workplace at home. Flexibility is in our DNA; you get **a lot of freedom** to organize your work how it suits you best. Our team is ambitious, diverse and has a high fun factor. We regularly go out together and organize fun events. And don't forget: a nice salary package supplemented with...

- Meal vouchers 8 EUR/day
- Motivating bonus system
- Eco vouchers
- End-of-year bonus
- Vacation pay
- Hospital, ambulatory costs and dental insurance (without own contribution, also for partner and children)
- Laptop & cell phone
- Electric car + charging card

#### **EEOC Statement**

We provide equal employment opportunities to all employees and job applicants and prohibit discrimination and harassment of any kind without regard to race, colour, religion, age, gender, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.

<https://www.blinkcharging.be/>