

Account Manager East-Belgium

ICTS is looking for a driven Account Manager who knows how to exceed customer expectations, combines strong sales skills with a hands-on mentality, and focuses on building long-term customer relationships.

Are you ready to take full responsibility for the rental activities in East Belgium and drive commercial growth within an international and growing organisation?

Your responsibilities:

- Manage and further develop all rental activities within your region in East Belgium.
- Build, maintain and strengthen long-term customer relationships.
- Actively identify and approach new customers and commercial opportunities.
- Plan and carry out customer visits, prospect meetings and cold calls.
- Prepare, negotiate and follow up rental offers and contracts.
- Coordinate with Finance to ensure timely follow-up of outstanding invoices.
- Monitor market developments and translate them into concrete sales actions.
- Collaborate with Account Managers in other regions to share knowledge and align commercial strategies.

Your profile:

- Proven experience in B2B sales.
- Experience within the transport and logistics sector is an advantage.
- Strong communication and negotiation skills.
- Proactive, independent and results-oriented.
- Customer-focused with strong interpersonal skills.
- Good knowledge of the East Belgium region is a strong advantage.

Our offer:

- A competitive salary with attractive employment conditions.
- A high level of autonomy and responsibility within the role.
- A position within a growing, international organisation.
- Opportunities for personal development and career growth.



ABOUT US - ICTS is the one-stop-shop partner for trailer rental, truck and trailer fleet maintenance, repairs, field services and 24/7 roadside assistance. More information is available at: <https://www.icts-group.eu>.

Are you the enthusiastic new colleague we are looking for?
Apply now or send your questions to the ICTS HR Manager: hr@icts-group.eu.

