



## Are you a strong leader and ready for the next step? Engage with colleagues from around the world to drive customer satisfaction!

### Tu support its growth, Segad is looking for a new Director to manage part of our customer portfolio.

Segad is the European and Global Accounts organisation. With our team of around 20 people we manage and develop international accounts, in close cooperation with our operational and commercial colleagues in the countries in Europe and around the world. The total value of managed business currently amounts to +600M€, with 90 accounts. This position will report into the head of Segad.

#### The assignment:

##### Account Management:

- Strategically manage a portfolio of international accounts in your segment or field of expertise.
- Be the point of contact for our customer contacts on the highest levels in the organisation.
- Lead, engage and motivate a team of account managers (direct reports) and BM's/AM's (indirect) connected to your accounts.
- Realise customer satisfaction, resulting in retaining and growing your accounts.
- Lead and support transformation projects to improve the delivery of protective services that fit the needs of your customers and support our strategy.
- Work with the European legal team to ensure compliance.

##### Account Development

- Take the lead in understanding the needs of prospects in your segments and propose the right solutions to offer in commercial processes.
- Involve the right people to improve the offering and increase the chance of winning.
- Work in close cooperation with the Segad sales team and the different country sales teams globally.
- Build a network within Securitas, its partners and the international security industry to keep abreast of new tendencies in the company and our industry.
- Work closely with the Segad CCO to improve our commercial excellence.

#### Who are we looking for?

A strong leader with proven success in engaging teams, Senior Area Manager level or higher.

- **You have a successful commercial track-record.** Strong solution sales is a must.
- **You are customer centric.** You understand the general international business environment they are operating in and open to the different challenges they face.
- **You are a team player.** You have the communication and networking skills to build a strong team and a good connection with customers, colleagues and partners globally.
- **You like to challenge the status quo.** Open-minded towards innovation and the development of new protective services to the benefit of your customers.

#### You demonstrate:

- Excellent English skills, spoken and written
- Ability to travel extensively in Europe
- Excellent knowledge of the O365 tools
- A Master degree in business or equivalent

#### We are looking forward to your application!

To ensure good representation from the main Segad countries, we encourage candidates from **France** and **Germany** to apply.

**Location:** Europe

**Starting date:**  
January 1<sup>st</sup>, 2019

**Application deadline:**  
November 25<sup>th</sup>, 2018

Contact person:  
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