



**Project Sales Consultant Belgium  
Located in Amsterdam  
(M/W)**

**CRF International  
for  
Top Employers Belgium part of Benelux Organisation**

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The following data serves just as information. They are not necessarily components of a potential labour contract. Therefore, this information can not be subject of any legal claims.

## **CRF COMPANY**

CRF is an international media and research company, founded in 1991, researching, certifying and publishing corporate best practices. CRF is currently active within 12 countries in Western Europe, China and South Africa. Successful multi media projects include: Top Employers, Most Promising Companies and Leading Managers.

Our (blue chip) clients rely on us for detailed research reports and benchmarks, certificates, quality books on best practices and, through our media partners, quality exposure for the best performing organisations in the form of rankings and publicity around the outcomes of the research.

Head office is located in Amsterdam.

## **JOB DESCRIPTION**

**Position:** Project Sales Consultant  
**Based:** Herengracht 414, Amsterdam  
**Salary:** In line with experience and education  
**Hours:** Full time

### **Overview of the role:**

- Responsible for market research
- Identifying and working on partnerships with experts, research partner, journalists and media partner together with the Country Manager Benelux
- Responsible for Belgium
- Responsible for selling the whole research project to companies together with external Senior Account Manager. Target clients will be hr directors and board members of 500+ employee corporations.
- Account Management of clients during the project itself.
- Additional to acquisition and account management responsible for other project activities like project management of production of book, execution of exposure plan and launch event.
- Reporting to Country Manager Benelux

## **CANDIDATES PROFILE**

### **Education:**

- Higher Vocational Education work/education level, university degree preferred

### **Experience Required:**

- Consulting or HR background a pré
- Proven success in cold calling/new business/lead generation environment
- Understanding of business to business and market sector
- Experience of working to and achieving revenue target
- Minimum 5 years experience

### **Personal Attributes:**

- Self-motivated, self-starter, positive, confident and self-assured
- Results and target driven with a real hunger for success
- Excellent communication skills

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- Flexibility to move outside the job description as and when required
- Team player in addition to working on own initiative
- Desire to help the company achieve its goals
- Willingness to be hands-on and personally accountable for success
- The intellect and ambition to take on more responsibility as the country company grows
- Integrity and loyalty with the necessary tact in dealing with colleagues, employees, external partners and clients
- International minded, cultural openness and interest.

#### **Key Measurements:**

- Performance against revenue target
- Delivering on target regarding project deliverables

#### **Expectations & Standards:**

- Service and Product knowledge. Learn the services and products to effectively sell and consult on these services
- Market knowledge. Have a working understanding of the Belgium marketplace through industry press, websites and questioning clients, management, or other team members.
- On a daily basis, source own leads from a variety of different mediums – i.e. internet, industry press, exhibitions, referrals etc.
- Adequate use of CRM system
- Adhere to CRF policy & procedures
- Frequent stays outside the Netherlands could be part of the position. Exact interpretation will be discussed.

#### **Language**

- Native Flamish spoken and written
- French spoken and written
- English spoken and written

#### **CRF OFFERS**

- Room for initiatives and own responsibility
- Inspiring international environment within Amsterdam
- Open informal and professional business culture
- Challenging career opportunities
- Casual, fun and flexible work environment
- Excellent benefits including bonus opportunities

#### **OTHERS**

##### **Start**

- As soon as possible

##### **Respond**

- Interested? Please mail motivation and resume to [ruud.van.es@crf.com](mailto:ruud.van.es@crf.com) For additional information look at [www.crf.com](http://www.crf.com) or contact Ruud van Es call +31 629395100

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