



Kontron Transportation is a leading global provider of end-to-end communication solutions for mission-critical networks. The portfolio includes GSM-Railways, FRMCS, TETRA, DMR, LTE solutions for mission-critical networks and mobility solutions for public transport, which cover the entire service value chain. Kontron Transportation with around 400 employees is part of the S&T Group with its headquarters in Vienna (Kontron Transportation Austria AG) and branches in e.g. Belgium, France, Germany, Portugal, Spain, Czech Republic and Great Britain.

### **Kontron Transportation Belgium N.V.**

The main focus of Kontron Transportation Belgium N.V., is on end-to-end solutions for Automated Fare Collection (AFC).

We help public transit operators to deploy the most optimal ticketing solution for their specific fare collection needs.

### **(Junior) Sales – Public Transport Solutions (front-end) (f/m)**

wanted for the location in Diegem, Belgium

#### **What you can expect:**

- We are looking for a (junior) sales to strengthen our international sales team in IT solutions for public transport in Diegem.
- As part of our sales team, you win new contracts at public transport operators for our software and hardware products and expands the business at existing customers
- You seek success and at the same time understand that our business is based on a trusting and long-term customer relationship
- You think along, convince with solutions and take responsibility
- You enjoy working with us to drive the mobility transition and future-oriented topics such as account based ticketing and contactless EMV payment solutions
- You are not afraid to knock on closed doors (hunter)
- You are responsible for the entire sales process, from prospecting to contract signing
- You establish and maintain a network of international contacts with managing directors, operational and IT managers of public transport companies
- You accompany the creation of offers in our bid management team and negotiate contracts in close cooperation with your department head
- You develop solutions for customer requirements in line with our roadmap and in coordination with our and development teams
- You present our products at customer visits and trade fairs
- You monitor the market and bring your insights into product line management
- You work closely with marketing for lead generation

- You develop leads into opportunities and transfer them into deals
- You provide an accurate sales forecast
- Belgium contract, homeoffice possible

**What you bring to the table:**

- A Bachelor's degree is required
- Minimum of 3 years of experience in integrated software and hardware solutions. Experience in multiple areas is a plus
- Experience in Transportation, Mobility, Parking, Payment Solutions and/or Vending is preferred. Experience in multiple areas a plus
- Ability to think strategically and proficiency in budget management
- Must be a team player, adaptable to fast-paced, changing environment; with ability to work closely and influence multiple stakeholders
- Highly creative with experience identifying and developing opportunities
- Engage, inform and motivate buyers
- Must be forward looking, detail oriented and proactive with proven verbal/written communication skills
- Strong competency with MS Office 365 (Excel, Word, PowerPoint, Mail, SharePoint and OneDrive)
- Travel required in Belgium, The Netherlands and Eastern Europe
- Native Dutch speaker and proficient in English with the seamless ability to read, write, converse and speak the language in the same manner as a native speaker

Do you combine the above mentioned knowledge with a passion technology? You can define yourself as a true teamplayer?

Then you are the person we are looking for! We can't wait to receive your cv on following e-mail address: [KTB-HR@kontron.com](mailto:KTB-HR@kontron.com)