



## TÜV AUSTRIA BELGIUM NV – Account Executive Asset Integrity

### What will you do?

You are responsible for expanding our customer portfolio and maintaining strong relationships with existing customers. You play a key role in advising customers on solutions that contribute to improving the reliability, safety and sustainability of their assets. You use our CRM system for lead generation and customer management.

Your responsibilities are:

- Actively approaching new customers and maintaining relationships within the (petro)chemical, energy and infrastructure sectors.
- Advising customers on our extensive asset integrity services.
- Lead generation through market research and identifying new business opportunities.
- Preparing and presenting quotations based on customer-oriented solutions.
- Collaborating with internal teams to align technical solutions with customer needs.
- Managing customer data and interactions in our CRM system.
- Participating in networking events, trade fairs and seminars to represent TÜV AUSTRIA.

### Who are you?

- Minimum 3 years of experience in a commercial role within asset integrity or a similar sector.
- Experience with CRM systems and lead generation.
- Affinity with technology and able to make complex matters understandable.
- Excellent communication skills and a customer-oriented attitude.
- Strong commercial drive and focus on achieving results.
- Proactive, independent and a team player.
- Good command of Dutch and English, both written and spoken.

### Why join us?

- **At the forefront of innovation:** we have developed our own innovation platform, Innovatüv, where you can submit ideas, participate in challenges and collaborate with colleagues from over the globe to drive continuous improvements. Intrapreneurship is highly encouraged!
- **Think global, act local:** we combine global expertise with local insights to deliver solutions that are both

innovative and relevant. You will be part of a global network, yet your work will directly impact the local communities and industries we serve.

- **Sustainability is deeply rooted in every aspect of our company:** Your work will help companies reduce their ecological footprint and comply with important environmental standards and regulations.
- **Our people, our most valued resource:** as a people business, our success is built on the skills, dedication and innovation of our colleagues. We invest in our team because we understand that they are our greatest assets. Your growth, safety and wellbeing are our priority.

<https://be.tuvaustria.com/>