

# BVDW

## Benjamin Van de Walle

KEY ACCOUNT MANAGER



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Manama, Bahrain



LinkedIn

*Result-driven change agent with robust experience record in international sales management, strategic business development, contract negotiations, project management and operational tasks.*

## SKILLS

7 / 10

Analytical Skills

8 / 10

Result-driven

9 / 10

Business Development

10 / 10

Relationship Development

8 / 10

Contract Negotiations

## EDUCATION

### Master of Business Administration

Deakin University, Australia

2021 - Present

### Management Postgraduate Certificate

IMT Ghaziabad, India

2020 - 2021

### Bachelor of Business Management

Artevelde University of Applied Sciences, Belgium

2012 - 2017

## LANGUAGES

English – Dutch – French – German

## ABOUT ME

A motivated, adaptable, worldly minded and trilingual business and management professional with a proven talent for aligning organizational strategy and objectives in sales and strategic business development management. Growth-focused team player with experience spanning market research, international sales, strategic planning, negotiations, contracts and project management. Exceptionally dedicated professional with keen interpersonal, communication, strong listening and organizational skills, as well as expertise in timeline creation and tendering management for all-encompassing projects solutions.

## EXPERIENCE

### Key Account Manager

*Sarens Group / Middle East / February 2017 – Present*

- Responsible sales representative for projects in the Middle Eastern area.
- Coverage of nine countries in the Middle East
- Maintaining a thorough understanding of the developments and trends in the market and identifying promising markets, customer needs and opportunities.
- Identifying potential clients and future project opportunities and completing appropriate research on the prospective client's business needs.
- Proactively approaching and visiting customers and developing long term relationships.
- Maintaining existing client relationships and maintaining sales forecasts to keep an accurate update on client engagement, prospects and proposals and providing information for business and resource planning.
- Analyzing and providing objective, in-depth understanding of customers, competitors and equipment performance to improve sales performance.
- Making offers or instructing internal sales.
- Attending networking events and conferences.

### Dispatcher

*SUEZ Belgium / Belgium / June 2016 – Jan 2017*

- Daily follow-up and guidance of the drivers within the department.
- Creating solutions in a complex and regularly unpredictable environment.
- Plan and prepare schedules from incoming orders and discuss this with drivers.
- Adjusting wherever necessary and handling the associated administration.
- Approach existing processes critically and act in an inspiring way in communicating your ideas.
- Taking into account the available people and resources and the legal business provisions.
- Endorsed contacts with colleagues.