



## **Account Manager Benelux (2128)**

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Location: Eindhoven, Acht  
Travel: 35%-50%

### **The Company**

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FEI is a leading diversified scientific instruments company. It is a premier provider of electron and ion-beam microscopes and tools for nanoscale applications across many industries: industrial and academic materials research, life sciences, semiconductors, data storage, natural resources and more. With a 60-year history of technological innovation and leadership, FEI has set the performance standard in transmission electron microscopes (TEM), scanning electron microscopes (SEM) and DualBeams(tm), which combine a SEM with a focused ion beam (FIB). FEI's imaging systems provide 3D characterization, analysis and modification/prototyping with resolutions down to the sub-Angstrom (one-tenth of a nanometer) level. FEI's NanoPorts in North America, Europe and Asia provide centers of technical excellence where its world-class community of customers and specialists collaborate. FEI has approximately 1800 employees and sales and service operations in more than 50 countries around the world.

### **The Mission**

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The Sales and Service Division (SSD) of FEI is charged with selling and servicing FEI products in geographical territories worldwide. The SSD Organization serves as the primary FEI contact to both potential customers and current customers alike, providing a range of value-added products and services and maintaining the highest levels of customer satisfaction.

## The Position

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The Account Manager is responsible for managing sales/ account management activities for all assigned locations, defining and driving sales strategies, providing leadership to subordinates and ensuring the achievement of bookings, revenue and business goals. This position will have a focus on the Benelux area.

*Primary responsibilities include the following:*

- Own all sales/ account management responsibilities of specified FEI products to all sites including resolving any issues.
- Define, align and implement Account Strategy.
- Maintain accurate quarterly booking forecasts.
- Understand all budget issues at each customer and take strategic action.
- Confirm all system configurations, specifications and acceptance conditions are appropriate for closing orders.
- Manage all User Group activity by product as required.
- Manage system demonstrations by working closely with application engineers and product marketing managers.
- Manage the sales booking process.
- Manage product issues in the field by working closely with the Account service group and application engineers for solutions.

## The Requirements

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This position is ideal for an experienced professional wanting to be involved within a dynamic team and exposed to a constant variety of customer application areas.

The successful candidate will possess the following combination of education and experience:

- Typically requires a university degree or advanced degree, preferably in a technical discipline. (e.g. Applied Physics, Material Science or Life Sciences)
- Sales management experience in a related product area is highly preferred although this isn't a definite must. Training as required will be given to succeed.
- Preferably experience in the area of electron microscopy
- Highly developed interpersonal/ customer interaction skills are definitely required.
- Excellent, enthusiastic, clear communication skills to a diverse audience is critical to the success of this position.
- Systematic problem solving by working with customers and account team.
- Presentation skills and creating materials for presentations to internal and external audiences.
- Ability to work in good cooperation within an account team.
- Ability to travel to customer sites and factory locally and internationally.
- Dutch and English language skills are a definite must. French language skills are highly desirable.

## The Competencies

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- Customer oriented
- Ambassador for FEI Company and products
- Tact and patience
- Team player, realizing that cooperation is essential for success
- Strong commercial skills and strong ability to build and maintain relationships

## Contact details

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Simen Sturme  
*Recruitment*

### **FEI COMPANY**

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