

**Job Reference:**  
**Job Title:** Account Manager, Benelux  
**Reports to:** Sales Manager Benelux  
**Salary:** Negotiable depending on experience  
**Start Date:** TBC

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**Hanover Displays Limited** is a worldwide, leading manufacturer of passenger information systems for the public transport industry. Hanover's product design, development and manufacturing is carried out at our head office in Lewes, East Sussex in the United Kingdom. In addition, Hanover has subsidiary companies in Europe, North America (which includes a manufacturing facility) and Australasia, as well as partnering agents throughout the world.

We are looking for a talented **Account Manager for Benelux** to join us at an exciting time of growth and technological change. We are now looking to build on this success and further expand our market share in Benelux. Ideally the successful candidate will be based in The Netherlands or Belgium (Flanders), working from home office.

A competitive salary package is available for the right candidate (negotiable depending on experience).

<b>Key Responsibilities</b>	<ul style="list-style-type: none"> <li>To take a role in all Hanover's key sales activities in Benelux, engaging with all relevant parties and organizations, in particular the major bus operators (PTOs), the bus builders and system integrators.</li> <li>To increase sales in Benelux by winning new customers and promoting new products as/when they become available.</li> <li>To establish relationships with the local public transport authorities (PTAs).</li> <li>To work closely with colleagues in the UK head office to scope out and manage the implementation of projects in Benelux.</li> <li>To keep informed of the local public transport trends and regulations in relation to passenger information systems.</li> <li>The position will involve travel throughout Benelux as/when required to promote, sell and support Hanover products to both potential and existing customers.</li> <li>The position will involve arranging sales visits and product demonstrations; answering general sales enquiries; administration of quotations, specifications &amp; tender responses and attending exhibitions.</li> <li>The position will involve technical support and training session for customers and 1<sup>st</sup> level trouble shooting where necessary.</li> <li>Some travel to the UK head office and factory will also be required.</li> </ul>
<b>Essential Requirements</b>	<ul style="list-style-type: none"> <li>Experience and knowledge of the bus industries in Belgium, The Netherlands and Luxemburg.</li> <li>Previous sales or customer management experience.</li> <li>Good communication manner and able to interact well with customers and partners.</li> <li>Fluent English (written and spoken).</li> <li>IT literate, familiar with Microsoft Office (Word, Excel, PowerPoint etc).</li> <li>Well organised and able to self-manage and prioritise workloads.</li> <li>Self-motivated with initiative and a drive to succeed.</li> </ul>

<b>Desired Skills (but not mandatory)</b>	<ul style="list-style-type: none"><li>• Good contacts within the national bus industries, ideally with some of the major bus operators.</li><li>• Some knowledge of electronics and on-vehicle electrical systems (troubleshooting, software/hardware) would be beneficial, in particular experience of serial and Ethernet communications and ITxPT networks</li><li>• Any additional language skills beyond those listed above.</li></ul>
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Further information about our company and products can be found on our website:  
[www.hanoverdisplays.com](http://www.hanoverdisplays.com)

If you would like to apply for this position, please send your CV with a covering letter including your salary expectations to [recruitment@hanoverdisplays.com](mailto:recruitment@hanoverdisplays.com)