

TENFORCE IS LOOKING FOR AN

# Enterprise Account Executive – BNL (NL required)

BELGIUM

TenForce provides a complete EHS software platform that enables a productive, safe workplace by helping workers oversee risks and reduce meaningless tasks. Our solutions evolve and adapt to a changing world: customer organization, customer challenges, technology, regulations, well-being, and culture.

Customers such as BASF, INEOS, Indaver, Rockwool, Proximus, Telenet, ABInbev and Unilin use TenForce in environments where reliability, control and regulatory compliance matter.

We are a private company founded in 2001, and we grew from a custom software services provider into an international software product company. Today, we are part of the Elisa Industriq – a cluster of innovative companies supplying intelligent solutions driving operational intelligence for the manufacturing, telecommunications, and energy sectors.

We are looking for an **experienced Enterprise Account Executive** to win complex opportunities, expand strategic customers and grow recurring revenue across Belgium, the **Benelux and selected European markets**.

Please send your CV and a short introduction note to [jobs@tenforce.com](mailto:jobs@tenforce.com).

## The opportunity

- You will sell a proven, off-the-shelf SaaS platform into chemicals, manufacturing, food and beverage, utilities, logistics and telecom.
- This is a role for someone who enjoys translating operational challenges into a clear business case. You will build on qualified opportunities from marketing, network, partners and inbound activity, while creating additional strategic pipeline through account research, networking and targeted outreach.
- You will have direct ownership of your approach, your opportunities and your commercial strategy, supported by solution experts, product, project teams and leadership.

## What we are looking for:

- You are open-minded, curious and persistent. You enjoy understanding people, organizations and operational challenges, and you are equally comfortable with pipeline, deal economics, recurring revenue and forecast. You think creatively about how to turn complex customer problems into practical, scalable solutions.
- You bring pace and commercial drive. You like clear goals, take decisions and create momentum. You do not simply sell an existing solution; you actively explore possibilities with customers and colleagues to find the best way forward.
- And success is measured through new and expansion revenue, recurring revenue growth, deal progression, pipeline quality, forecast accuracy and strategic account development.

## You bring:

- Minimum 3 years experience in enterprise B2B SaaS, technology or consultative solution sales.
- Strong understanding of SaaS models, including ARR, ACV, TCV, expansion, retention and the role of services in adoption.
- Experience with complex, multi-stakeholder sales cycles, ideally in industrial, operational or compliance-driven environments.
- Strong business-case development, presentation and commercial negotiation skills.
- A structured, data-informed approach to qualification, CRM and forecasting.
- Professional **fluency in English and Dutch**. French is an asset.
- A mild level of craziness.

#### **What's in it for you?**

- A meaningful enterprise SaaS role with established industrial customers.
- Ownership of strategic opportunities and account growth.
- Support from solution, product, project, and leadership teams.
- Good pay and excellent coffee.
- Commission upside that rewards recurring revenue and expansion.
- The opportunity to shape TenForce's next commercial growth phase.
- A multicultural team that loves solving challenges through an unconventional and pragmatic approach, but doesn't tolerate breaking the boundaries of trust, mutual respect, diversity, inclusion, and team-player spirit.

**BE PART OF OUR STORY!**  
**SEND US YOUR RESUME:**  
**[jobs@tenforce.com](mailto:jobs@tenforce.com)**