



BE A PART OF OUR TEAM

ACCOUNT EXECUTIVE JUNIOR / MEDIOR

 Flanders & Netherlands + Liège | Full-Time Job



About Indao

Indao **turns plant data into decisions** for production managers.

Our software helps industrial companies connect, structure and use their operational data. It runs in real plants, where energy costs, asset reliability and day-to-day production decisions have a direct impact on performance.

To support our commercial growth in Flanders and the Netherlands, we are looking for an **Account Executive** to join our sales team.

Your role

As Account Executive, you will develop business with industrial manufacturers in Flanders and the Netherlands.

You will meet production managers, plant managers and operations teams. Your job is not to pitch software. Your job is to **understand their challenges**: ask the right questions, reformulate their problem, and show how Indao can bring value quickly.

You will work closely with our engineers and data scientists, and you will manage your opportunities with discipline from first contact to signature.

The position is open to **junior and medior profiles**. We care more about mindset and potential than about a fixed number of years of experience.



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Key responsibilities

- Lead discovery conversations with industrial customers, and turn their operational challenges into business opportunities.
- Reformulate customer problems clearly, and define with our technical team how to deliver value quickly.
- Convert existing opportunities and generate new business in your territory.
- Build long-term relationships with your accounts.
- Keep a structured, up-to-date pipeline.
- Build your knowledge of industrial processes and Indao's solutions over time.

Must-have skills

- **Industrial affinity:** you like plants, processes and understanding how things work on the shopfloor.
- A **commercial mindset** and the ability to spot a business opportunity in a customer conversation.
- Strong listening and communication skills.
- **Curiosity**, and no hesitation asking basic questions to production teams and engineers.
- Resilience: when the answer is "no", you look for the next angle and learn from it.
- Proactivity and autonomy.
- **Languages:** native or strong Dutch, solid French, fluent English

Nice-to-have skills

- B2B sales experience in an industrial or technical environment.
- Experience in manufacturing, energy or industrial operations.

You do not need prior knowledge of industrial software, data analytics or our solutions. We will train you.



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Your profile

You are curious and you like turning what you hear in the field into commercial insight.
You prefer a well-argued conversation to a polished pitch deck, and you know industrial buyers are sceptical of oversold solutions.
You take ownership of your accounts and your approach.
You want to learn, including from failures, and grow in a technical environment.

Why join Indao?

Industrial manufacturers face energy volatility, ageing assets, skilled labour shortages and stricter regulations. Many of the solutions they are offered are generic and poorly suited to their reality. At Indao, you will offer solutions **built around their actual problems**.

You'll join an ambitious, collaborative team where your ideas matter and your impact is visible. We value curiosity, ownership and continuous learning, and we give people the **trust and autonomy** to grow. You'll work closely with engineers and data scientists, develop your commercial and technical skills, take on responsibility quickly and play an active role in shaping our growth.

What we offer

- A **competitive salary package** tailored to your experience and skills, including a performance-based bonus.
- A flexible working environment that promotes autonomy and work-life balance.
- Opportunities for professional development and career growth in a fast-growing company.
- A collaborative, caring and ambitious team where your contribution makes a real difference.



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Practical information

- **Role:** Account Executive
- **Level:** Junior or Medior
- **Territory:** Flanders & Netherlands
- **Location:** Office in Liège, with more on-site presence during the first weeks, then 1 to 2 days per week depending on client needs
- **Languages:** Dutch, French and English (French is mainly used for internal discussions)
- **Environment:** Scale-up, industrial software, data and customer deployment

Interested?

Send your CV and a short note on why you are interested to: careers@indao.ai

Ideally, include an example of a customer conversation where you uncovered a real need.