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SERCXI OPEN MANDATE

# Director, Sales & Business Development — Benelux

A rainmaker, not an inheritor. This mandate is for the commercial leader who originates net-new enterprise logos across Benelux and closes them personally.

10+ yrs

TECHNOLOGY SERVICES SALES

Net-new

LOGO ORIGINATION

Benelux

NL · BE · LU

35 days

MEDIAN SHORTLIST

SRX-2608 · ENGAGED MANDATE · PREPARED BY SERCXI

## THE REMIT

## Why this role exists now.

European enterprises are consolidating technology partners rather than adding them. That favours firms with genuine engineering depth and nearshore delivery, and punishes those whose regional presence is a delivery footprint without a commercial front end.

The client is in exactly that position. Recent European acquisitions extended its Benelux client footprint and added nearshore engineering capacity, including a top-tier ServiceNow and Splunk practice. The infrastructure is integrated; the commercial owner is missing.

This is an origination mandate, not a farming role. No book of business is handed over. The seat is the primary growth engine for net-new logos across banking and financial services, insurance, manufacturing, communications and life sciences.

## FILE

## CORRIDOR

EMEA · Benelux

## SENIORITY

Director · 10+ years

## DISCIPLINE

Digital engineering, AI and enterprise platforms

## LANGUAGES

Dutch, plus English

## WORK MODE

Hybrid — Netherlands

## EMPLOYMENT

Full-time · Permanent

## LISTED

17 Aug 2026 · valid to 31 Dec 2026

## WHAT THE ROLE CARRIES

- Own and exceed an ambitious net-new logo revenue target across Benelux, with a path to scaling it year over year.
- Identify, qualify and pursue net-new enterprise accounts across BFSI, insurance, manufacturing, communications and life sciences.
- Lead the end-to-end cycle: first conversation through commercial structuring, proposal, negotiation and close.
- Hold a pipeline well in excess of target and manage it with forecast rigour in CRM.
- Sell the full portfolio: digital engineering, AI and machine learning, data and analytics, cloud transformation and platform modernisation.
- Construct joint go-to-market and co-sell motions with cloud hyperscalers and platform ISVs in region.
- Build CTO, CIO, CDO, COO and CPO relationships and navigate multi-threaded enterprise buying centres.
- Protect trust and margin through a clean handoff into delivery, and feed market intelligence back to leadership.

## THE PROFILE

## What we are looking for.

- Ten or more years in technology or IT services sales, substantially in digital engineering, AI, data, cloud or transformation services at enterprise level.
- A personal, evidenced record of closing complex multi-stakeholder deals of significant scale — your own closes, not team credit.
- A live executive network across Benelux enterprise organisations.
- Native or fluent Dutch, with professional English.
- Experience selling services-led or platform-plus-services models rather than pure product or SaaS.
- Comfort with a lean in-region support structure: this is a builder seat, and the pipeline starts with you.

## THE TERMS

## What the client offers.

- A regional growth mandate with genuine whitespace — delivery capability in place and under-sold.
- Nearshore engineering depth behind every proposal, including a top-tier ServiceNow and Splunk practice.
- Direct access to European leadership, with regional priorities shaped rather than received.
- Uncapped commercial upside benchmarked to the Benelux enterprise market.
- Hybrid working from the Netherlands, with a Benelux travel rhythm.

## THE SHAPE OF THE WORK

## TERRITORY

Benelux (NL · BE · LU)

## MOTION

Net-new logo origination, services-led

## SECTORS

BFSI · insurance · manufacturing · communications · life sciences

## SUPPORT

Nearshore delivery · hyperscaler and ISV co-sell

## INDEX READING

## The market reading behind the brief.

Current Q3 2026 displacement intensity in the sectors framing this search. Higher intensity means faster leadership turnover and sharper scarcity.

|                 |                 |
|-----------------|-----------------|
| Tech Consulting | Displaced · 9/9 |
| SaaS & Cloud    | Displaced · 9/9 |
| AI Engineering  | Displaced · 9/9 |

*Consulting, cloud and AI engineering all read at maximum intensity this quarter. In that condition the scarce profile is not the delivery lead but the operator who can originate demand against consolidating buying centres.*

## CONFIDENTIALITY

The client is not named in this brief. On an engaged mandate the client's hiring intent is commercially sensitive, so the organisation is identified to you under confidence in the first partner conversation — not published to their competitors.

## THE APPROACH

## How this mandate runs.

## 01 · Day 0–1

### Approach

You reach out — through the mandate page, the Amsterdam line, or a confidential booking. No application form, no CV portal.

## 02 · Days 2–7

### Partner conversation

Peter Post, the partner following up on this mandate, speaks with you directly. The conversation goes straight to the deals you personally closed and how.

## 03 · Days 8–21

### Client introduction

If the fit holds, Peter introduces you to the hiring client under confidence. You meet regional leadership and test the territory assumptions.

## 04 · Days 22–35

### Decision

The client decides. On a yes, Peter works base, variable, ramp and counter-offer defence with both sides. On a no, you get a direct debrief, not silence.

## YOUR PARTNER ON THIS MANDATE

## Peter Post

Partner · Digital Talent Sourcing · Amsterdam

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