

Geert Peters

A guy with passion for IT & who likes to get things done!

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Experience

CCV Lab – Account Manager

February 2021 - NOW

As an Account Manager, I drive the growth of our customer base within the Belgian market. My role heavily involves cold acquisition, including activities like cold calling and emailing, which are part of my daily routine.

Additionally, I collaborate with my colleague to generate warm leads by undertaking initiatives such as writing targeted blog posts to enhance SEO/SEA performance and coordinating campaigns with the marketing team.

Beyond acquisition, I manage a portfolio of key accounts where my focus shifts to retention (farming) and upselling. I provide these clients with tailored support, leveraging my knowledge and expertise to ensure mutual success in partnership with CCV.

Tobania — Service Delivery Manager (Tobania.Public)

October 2019 - February 2021

As a Service Delivery Manager at Tobania.Public, I served as the single point of contact for a portfolio of customers. I actively listened to their needs and identified opportunities to upsell new features that aligned with their organizational goals. Acting as the liaison between the technical team and the customer, I ensured seamless communication and collaboration.

Additionally, I oversaw project follow-up and managed resource planning to ensure timely and efficient service delivery.

Amplexor (Now Amexio) — Service center consultant

March 2016 - October 2019

As a Service Center Consultant, I provided both technical and organizational support to the client and to the internal organization. The technical responsibilities included application maintenance and the implementation of minor changes—whether under SLA or not—following the application's go-live. Additionally, I carried out organizational tasks aimed at strengthening, facilitating, and maintaining the relationship between Amplexor and the client.

Skills

Communicational skills

Experienced in speaking in front of large groups

Can handle stress!

Languages

Dutch : native

English: Fluent

French: Average

Cegeka — *java developer*

September 2015 - March 2016

Education

Hogeschool PXL, Hasselt — *Professional Bachelor Applied Informatics*

September 2012 - June 2015

Koninklijk Atheneum Tongeren, Tongeren — *ASO*

September 2006 - June 2012