



## **Senior Sales Account Manager**

This is a great opportunity for a passionate IT sales professional to hit the ground running and join an exciting business with CODECDEV at a time of continuous growth and innovation. You will have the chance to work with the latest technologies and services in the IT world and will have ample opportunities to grow, learn and benefit from the success of the business.

### **Job Description**

- Developing and maintaining productive long-term relationships with customers and oversee sales in existing and new accounts, as well as developing new business.
- Growing business with our client's medium-large accounts and support them in implementing even more sophisticated solutions for their organization.
- Swiftly responding to customers' queries and delivering a positive experience.
- Visiting customers to strengthen relationships.
- Generating new business as part of business development and marketing campaigns.
- Setting and tracking sales account targets in line with company objectives
- Reporting on the status of accounts and transactions.
- Deep understanding of your customer needs and requirements as well as an in-depth understanding of IT market.
- Creating and selling tailored product, solutions and services that mean both our brands and our customers will win and outperform the market competition.

### **Job Qualification**

- Computer engineering or computer science bachelor.
- At least 5 years' field sales account management experience gained in the IT industry.
- An understanding of sales performance metrics.
- Business acumen and a problem-solving attitude.
- Team player who can work in a collaborative, team environment
- Successful examples of leadership in your business and personal life.
- Strong data analytics capability, to actively identify business opportunities.
- A passion for winning.
- Proven ability to collaborate with strong communication, influencing, and negotiating skills.
- Account management experience with Banks and/or Pharmaceutical Companies.
- Fluent in English.
- A full driving licence and access to your own vehicle (a plus).

### **Benefits**

- Competitive salary
- High Commission Plan
- Medical Insurance
- Remote working options