

Account Manager

English and French speaking

Our partner, specialised in cloud based data storage services, is looking for an energetic and talented **English and French speaking Account Manager** to join their international Sales team.

Job description

As a sales representative your responsibilities will be the followings:

- Consult and support medium and large-scale enterprise clients from all around the world. (Tools used here are: Phone-calls, E-Mail, Videoconferences, Web-Demos, Visits)
- Negotiate services and prices, close up-selling and cross-selling deals successfully.
- Activate potential but currently inactive clients.
- Assess the clients' requirements, discuss possible technical solutions with the technical teams and support the client by preparing individual commercial and technical proposals.
- Communicate with potential clients during the evaluation and trial phase and provide them with demo sessions, customized support, customized info-materials.
- Support billing processes.
- Contact clients to arrange overdue payments.
- Keep track of client interactions in CRM system.
- Work closely with the onboarding team, account managers and support team.
- Possibly attend acquisition events / conferences.

Requirements

- At least 3 years of sales experience (preferably in IT/service related field)
- Hit the right tone when speaking to different types of clients from different countries.
- Minimum Bachelor's degree.
- Interest in IT technology, cybersecurity and software solutions.
- Limited travel requirements, preferring desk-based position.
- Be fluent in English and French both in written and verbal communication.
- EU citizenship.

Offer

- Competitive benefits package
- Exclusive environment in A+ category office
- Learning and development opportunities
- We're family - be enthusiastic about what we're building together

Application and further information

Lili Lenkei

lili.lenkei@randstad.hu