

International Sales Account Manager



We are looking for a qualified International Sales account manager to join our team! You will be responsible for developing long-term relationships with partners and overseeing sales. As a Sales account manager you should have excellent negotiation and communication skills and be customer oriented. We are looking for someone who will be able to grow our business by satisfying partner's needs, responding to their queries in a timely manner and aspiring to deliver a positive customer experience.

Responsibilities:

- Execute strategic service sales plans
- Manage a portfolio of accounts to achieve long-term success
- Full cycle of sales to new and existing Microsoft partner accounts in different regions
- Build trustful and respectful relationships with current and future partners
- Resolve conflicts and provide solutions to partners in a timely manner

Requirements:

- 3+ years' experience in a B2B and complicated product or service sales
- Deep understanding of Microsoft Dynamics partner needs would be an advantage
- University degree or equivalent with specialization in IT or business administration
- Advanced verbal and written communication skills in English
- Experience working in international environment
- Ability to deliver results while working in a highly independent and fast-paced team environment
- Highly proficient at uncovering key business issues and providing insightful, actionable recommendations for improvement
- Enthusiasm, drive and a strong sense of initiative
- Exceptional communication (live and on-line) with local and international clients, presentation and interpersonal skills

We offer

- Interesting and international projects done by enthusiastic and highly professional teams; 95% of our partners/projects are purely international
- Informal and social working environment in a fast-growing IT organization
- Flexible working hours
- Opportunities for professional improvement
- Innovative hearts and minds