

معمدون لانجاز تأشيرات العمل وتصديق الشهادات لقنصلية المملكة العربية السعودية

JOB VACANCY

A leading company in Jeddah – KSA – specialized in comprehensive IT solutions provider is seeking to fill the following vacancies:

(Account Manager (Enterprise)

: Responsibilities

- Achieve the predefined sales targets for the business year 2013.
- Qualify and quantify business opportunities in the sector.
- Take full responsibility for all business activities required to manage the named accounts, including :
 - Initiating business opportunities.
 - BID submittal and follow-up.
 - Coordinating with project teams to ensure the delivery of high level of service and support.
 - Follow-up on deliveries, invoicing & collections.
- Maintain a comprehensive profile for each of the named accounts.
- Communicate persuasively with both customers and other employees and organizations through detailed account plan and pipeline reports.
- Ensure that all Company policies and procedures are adhered to in managing and developing business with the named account.
- Increase market share in the enterprise sector in the region.
- Create and maintain a complete customer database for the Telco sector in the region.
- Develop and maintain a standard set of sales and account management tools to maximize business opportunities and improve the quality of customer services. Such tools include :
 - Account planning template
 - Professional proposal template
 - Sales forecast template
 - Sales presentation, and
 - Other tools.

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Conditions

- Minimum bachelor degree in accounting

- 3-5 Years experience in the same field

Only qualified candidate are requested to send their CVs to :

contact@targetjo.com

مسمى الوظيفة

كما يرجى كتابة

subject"

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TARGETJO

ادعوا اصدقائكم للاشتراك معنا لتصل جميع اعلانات التوظيف الى بريدكم الالكتروني مباشرة