

JOB VACANCY

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 d
- Ensure that all Company policies and procedures are adhered to in managing and developing busi
- 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 busines
- Account planning template
- Professional proposal template
- Sales forecast template
- Sales presentation, and
- Other tools.

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

□□□□□ □□□□ □□□

□□□□□□□□ □□□□

"

subject"

TARGETJO

□□□□□□ □□□□□□□□□□ □□□□□□ □□□ □□□□□□□ □□□□□□□ □□□□ □□□□ □□□□ □□□□□□□□ □□□□□□□ □□□□□