

Account Manager

We are looking for an Account Manager who is a highly motivated professional with around 5- 7 years of solid sales experience in the field of Software & Hardware Solutions and IT Services to various industry segments.

The successful applicant should be willing to assume more responsibilities, accept new challenges in the career and capable of learning and adapting quickly to new environments and/or initiatives and work hard to achieve and exceed the defined goals.

Job Description:

- Business Development of existing accounts and establishing long-term relationships.
- Building client relationships with the clear expectation to develop and follow on outstanding business engagements with existing clients, and identify new opportunities within an account or business stream.
- Own and coordinate all primary aspects of sales including developing the relationship at a senior levels in their IT & business operation, obtain the required information to secure the deals with the supplier , arrange for demonstrations and pilot projects.
- Responsible for the complete stewardship of all client business including account revenue and overall profitability. Forecast account revenues and maintain focus on collections.
- Follow up with the client & be posted on any changes or developments. Drive the effort to win and close the deal.
- Coordinate with the Technical Account Manager and the delivery team to arrange all post-Sales activities including, delivery, installation and implementation within the agreed time frames
- Ability to achieve the highest level of customer satisfaction with the aim of helping the customer meet their goals and motivate them to conduct more business with Versos

Account Manager Position

Qualifications and Experience:

- Bachelor's Degree in Information Technology, Telecom/Computer Engineering
- 5- 7 years in a Sales role
- Well rounded knowledge of various software and hardware solutions as well as IT services
- Proven track record in winning key projects

Skills

- Customer relationship management experience. Experience with CRM tools preferred
- Multi-tasking ability
- Ability to identify solutions for clients
- Unique problem solving ability
- Actively creates business opportunities for Versos
- Outstanding communication skills
- Understand client needs and ability to penetrate accounts
- Executive level relationship management skills (to level of CIO)
- Strong understanding of bid management and commercial practices.
- Strong standard of written and spoken English

Interested applicants should send their resumes with references to careers@versos.com.sa with the subject of Account Manager Position