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SmartWare is looking for an Account Manager, with experience in delivering client-focused solutions based on customer needs

The ideal candidate should be 30-35 years old, able to manage our clientele, and secure a smooth delivery of their projects.

Responsibilities

- Direct participation in sales visits, presenting company's solutions, profile and benefits to prospect and existing customers.
- Achieve sales targets and specific implementation of sales & marketing activities
- Involve and Interface with all the appropriate company's resources in order to present complete proposals to customers
- Establish, develop and maintain positive business and customer relationships
- Reach out to customer leads through cold calling

Qualifications

- University Degree in Sales / Marketing / Business Administration or relevant field
- Master's Degree will be an asset
- At least 3 - 4 years of experience in an Account Manager Role
- Experience in the Retail and Distribution sector will be appreciated
- Excellent knowledge of the English language
- Ability to perform under pressure and deliver results in a demanding and fast-paced environment
- Ability to travel

If you meet our requirements, please send your cv to cv@smartware.gr