

For our Client, Austrian international automation solutions provider, interested in a further business development in CEE countries, we are currently looking for a good candidate, willing to take the position of:

ACCOUNT MANAGER

(AMP)

Location: POLAND

Responsibilities:

- Responsible for selling the entire product lines into assigned target accounts located in Poland, Czech. Republic, Slovakia and the Baltic's and will continually identify new prospects and business opportunities within that territory;
- To sell and ensure the successful customer adoption of company industry leading solutions;
- Overall account management including detailed target account planning, sales forecasting, and communication within the team and customer;
- Account Manager "own" their target accounts and therefore maintain principal authority in the account;
- To continuously build a pipeline of new mid and long-term opportunities with an increasing total value to ensure quarterly revenue targets are met and exceeded;
- To establish relationships at senior influential levels within the customer organization - building and managing the relationship with these accounts;
- To establish relationships with key stakeholders at a strategic level to identify business challenges and opportunities in order to sell company's capability and ROI;
- ('Value proposition'), which will give customers a strategic and competitive advantage;
- Work with the Sales Manager to set sales strategy for the territory and maintain and develop strategic business plans for target accounts and new sales projects while at all times managing and communicating progress against these plans;
- To effectively leverage company's Sales, Professional Services, internal sales and marketing organizations to ensure proper account coverage and continued customer satisfaction;
- To develop a good personal understanding of company's solutions portfolio and maintain knowledge of competitive vendors' solutions;
- Maintain accurate account and forecast information in the CRM system;
- Leverages cross-functional, multi-company processes in an entrepreneurial environment.

Requirements:

- A minimum of 5 years of sales experience in selling and positioning of sophisticated software solutions within key and new accounts;
- Master's Degree and MBA or equivalent;
- Strong IT market and industry knowledge , especially experience in B2B sales to enterprise datacenters;
- Excellent new business development and strong account management skills;
- Proven track record in performing against numeric targets over a period of at least 3 years within a job;
- Developed solution selling skills;

- Has gained the ability to combine day-to-day operations with strategic input;
- Must have experience of software, services and consultancy orientated organizations;
- Anticipates needs of customers and reacts proactively;
- Shows 100% commitment, is success oriented, determined and pragmatic;
- Self starter with a high personal commitment and the absolute determination to succeed;
- Detail oriented, but has the overview; knows what is important and is able to see chances and possibilities in critical situations (analytical, straight and clear way of thinking);
- Shows creativity and is open for suggestions and new ideas;
- Comfortable – even thrives – on the challenge to communicate new concepts to the marketplace, influencers and customers;
- Person is used to work on his own in the respective territory;
- Must be able to cope with organizational complexities;
- Has a distinct service and customer orientation and knows how to communicate and convince at all levels externally as well as internally;
- Executive presence, poised;
- Excellent leadership and communication skills, persuasive, decisive, judgement;
- Creative and empathic;
- Fluency in Polish and English (any other “Eastern” language in addition would be an advantage).

CV ze zdjęciem w języku angielskim prosimy przesyłać bezpośrednio na adres:

patrycja.pieta@knap.biz.pl

W tytule wiadomości prosimy wpisać nr referencyjny (AMP). Gwarantujemy dyskrecję; Zastrzegamy sobie możliwość kontaktu jedynie z wybranymi osobami;

Prosimy o zamieszczenie w CV następującej klauzuli: „Wyrażam zgodę na przetwarzanie moich danych osobowych przez firmę Knap Consultants Sp. z o.o. w celach niezbędnych dla realizacji procesu rekrutacyjnego (zgodnie z ustawą z dnia 29.08.97 o ochronie danych osobowych Dz. U. Nr 133 poz. 883)”.