

Account Manager JD Philippines

Job Type: Full time (Permanent)

Location: Makati, Philippines

Key Responsibilities

- Achieve growth and hit sales targets by successfully managing the sales team
- Design and implement a strategic business plan that expands company's customer base and ensure its strong presence
- Present sales, revenue and expenses reports and realistic forecasts to the management team
- Identify emerging markets and market shifts while being fully aware of new products and competition status
- Be the primary point of contact and build long-term relationships with customers
- Identify new sales opportunities within existing accounts to retain a client-account manager relationship
- Interact and coordinate with the sales team and other staff members in other departments working on the same account
- Developing long-term relationships with a portfolio of clients, connecting with key business executives and stakeholders
- Forecast and track key account metrics
- Liaise between the customer and internal teams

Requirements

- 5 - 7 years/above of IT sales experience
- Preferably from SI (System Integrator) Company background
- Knowledge & experience on Infrastructure and/or Application Solution & Development area
- Industry knowledge & experience on both Government/GLC and Enterprise Accounts/Private
- Direct customer-facing experience and successfully open of new account
- Candidate must possess at least a Bachelor's Degree in any field