

Account Manager

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Company: Park Place Technologies

Location: Netherlands

Category: business-and-financial-operations

PRIMARY RESPONSIBILITIES

- Prospect, identify and build relationships with potential new clients and key decision makers
- Manage and engage existing clients to drive business growth
- Is a “closer”, meaning that the Account Manager demonstrates the ability to use creativity, independent judgment, selling skills (including accessing company resources) and discretion to close transactions within company pricing and other guidelines.
- Manage sales process through prospecting, lead qualification, forecasting, resource allocation, account strategy and planning
- Develops annual sales plan for presentation to and approval by Sales Manager, which details activities to follow during the fiscal year to enable the Account Manager to meet or exceed sales quota.
- Consult with clients and prepare proposals and quotes based on their needs
- Maintain knowledge of the market and competitors
- Manage sales through prospecting, lead qualification, forecasting, resource allocation, account strategy and planning
- Keep up-to-date knowledge of Curvature products, technology and providing detailed advice and information to customers to help formulate direction
- Build strong relationships with customers, vendors, partners and colleagues
- Provide efficient, friendly and proactive customer service
- Analyze multiple market factors to both anticipate/identify customer problems/needs and recommend appropriate solutions

- Continually look for ways to improve response times and quality of information
- Track all sales activity in the pipeline management tools
- Utilize strategic probing to identify, evaluate, and communicate/recommend or discuss alternative products or adjustments to the requirements
- Effectively balance demands from multiple stakeholders and short-term and long-term priorities
- Clearly and effectively articulate compelling value propositions and solutions for Curvature's products to meet client requirements
- Effectively demonstrate value proposition in person, on conference calls or using screen share technology
- Other Duties as assigned

MINIMUM QUALIFICATIONS

- 2+ years - inside sales
- Fluency in spoken and written in English and either Dutch or Polish
- Proven ability to achieve sales quotas.
- Ability to independently manage account book and plan to meet or exceed sales quotas.
- Demonstrated goal attainment track record over plan year

PREFERRED QUALIFICATIONS

- Bachelor's Degree in a related field such as Business, Marketing, Finance or IT
- Demonstrated new business sales expertise with proven results
- Experience in IT industry specifically in sales and/or contract management
- Independent and self-motivated with the ability to work remotely and independently while achieving results
- Demonstrated experience with Customer Relationship Management (CRM) and order management systems such as SalesForce and Oracle to manage sales process
- Excellent written and verbal communication skills with the ability to build customer relationships
- Ability to work and promote a positive team environment
- Results-oriented individual with the ability to multi-task and remain calm in a fast pace environment
- Ability to respond to rapid change, perform duties with accuracy and with a strong degree of urgency
- Excellent organizational skills and the ability to solve problems and meet deadlines

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