

## Manager, Account

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Company: Fuzu

Location: Nigeria

Category: other-general

### Job Summary

Contract Type:

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### Qualifications

Bachelor's Degree in Business, Marketing, Finance, or a related field. MBA is a plus.

2 - 3 years of experience in in a similar role in B2B and B2C sales, business development within the Fintech payment industry.

Proven track record of successfully identifying, negotiating, and executing sales opportunities.

Strong interpersonal, influencing, presentation and communication skills.

Ability to work in a fast-paced, dynamic environment with a sense of urgency and attention to detail.

Ability to lead cross-functional teams and collaborate effectively with internal and external stakeholders. Strong analytical and problem-solving skills.

Technical Competencies:

Manage risk

Design thinking & Innovation

Platform execution

Knowledge of payment processing and financial technologies.

Behavioral Competencies:

Spot opportunities

Solve problems

Achieve results

Deliver sustainability.

### **Responsibilities**

As an account manager, you will operate in a competitive market, collaborating closely with cross-functional teams to drive revenue growth and customer satisfaction.

You will be responsible in identifying leads, onboarding new merchants on our payment platform, and managing the relationship with existing merchants.

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### **Cross References and Citations:**

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