

Sales Account Manager

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Company: Fuzu

Location: Nigeria

Category: other-general

Job Summary

Contract Type:

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Educational Qualifications & Functional Skills

B.Sc in Engineering / Computer Science / Marketing / Sales / related disciplines

Understanding communications Network, Experience in a b2b, sales environment; consistent track record of success in achieving product effectiveness and customer experience targets.

Demonstrates a high level of organization and quality of Multitasks efficiency & priority setting.

Good Microsoft office suite competence, CRM competence, including Visio

Exemplary communication skills – both face to face and over the telephone. Ability to communicate effectively at all levels of an organization.

Work Experience:

At least 3 years' experience within the telecoms space; knowledge of the market, competitor behavior and strategy, including related product dynamics and product management

Must demonstrate interpersonal capabilities

Other Requirements:

Customer Focused

Action-oriented

Result Driven

Cultivate Innovation

Ability to optimize work processes

Resilience

Self-Development

Requirements

Ensures Accountability

Develops Talent

Drives Engagement

Drives Vision & Purpose

Excellent Decision Quality.

Responsibilities

The Account Manager is responsible for protecting revenue, securing new revenue within ipNX's existing clients' portfolio of as well as seeking/hunting out new clients & businesses within the assigned Strategic account sub-portfolio.

The role ensures an excellent client experience/service delivery satisfaction at all times and works in collaboration with the account teams to ensure a smooth transition of accounts into the business.

Expected Key Results

Achieve set revenue growth.

Developing and implementing strategic sales plans

Achieving sales targets

Maintaining and expanding relationships with existing clients

Deliver an excellent client experience at all times, ensuring client needs are met or exceeded.

Work closely with business development team, sharing knowledge, discussing ideas and helping the team to achieve targets.

Ensures compliance with ipNX values, policies and standards, and ensures compliance will all local statutory requirements.

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