



NEW VACANCY

Let's grow together, become our

ACCOUNT MANAGER, LARGE ENTERPRISES.



Bachelor Degree in Business Administration or related fields.



A minimum of 2 years experience in account acquisition/management.



CORE RESPONSIBILITIES

- To achieve agreed growth rates from corporate accounts in line with Business Enterprises business plan.
- Ensure personal sales targets are met in line with the approved sales plan.
- Meet assigned allocated sales target in line with the organizational objectives.
- Responsible for reporting sales performance to the KAM LE on a weekly, monthly, quarterly, and annual basis.
- To achieve agreed retention targets within an existing corporate sector account portfolio and ensure all contracts are renewed.
- Respond to customer queries and coordinate required responses to ensure customer needs are met on a timely basis.
- Ensure all the bills are paid as per the credit policy by supporting the credit control teams.
- Work with the KAM LE to ensure issues raised by clients with regard to invoicing/bills are well managed.
- Pipeline management and ensuring data integrity.
- Ensure companies are onboarded as per the company policy and contractual obligations.

CORE COMPETENCIES

- Expert in selling B2B Products / Spectrum of Services
- Great leadership skills
- Ability to engage in effective and persuasive negotiations and strong interpersonal and communication skills.
- Ability to work under pressure and time constraints.

"We are committed to equal employment opportunities and unbiased treatment of all individuals in all employment practices". Only shortlisted applicants will be contacted".

If this description corresponds to you, grow with us by applying before **February 03, 2025**

APPLY HERE