



WE'RE

HIRING

SALES ACCOUNT MANAGER

Responsibilities

- Sell IT products and solutions while managing key accounts
- Handle proposals, tenders, and contract negotiations
- Build and maintain client relationships
- Identify growth opportunities within existing accounts
- Provide business forecasting, reporting, and strategic insights
- Collaborate with the sales team to expand opportunities and address client challenges
- Oversee training, development, and certification

Requirements

- Bachelor's Degree in computer science, IT or related fields
- Recent experience in selling IT or related solutions
- Proven experience in sales account management
- Customer service skills
- Communication and interpersonal skills
- Strong organizational and problem-solving skills
- Critical thinking and negotiation skills
- Ability to work under pressure and meet goals

Apply Now : hr.admin@cctz.co.tz