



Ваш надежный помощник

Account manager, 18000 грн.

📍 Киев,

Компания: Starkflow

Рубрики: [Торговля, продажи, закупки](#), [Реклама, маркетинг, PR, HR, управление персоналом](#)

Пожелания к сотруднику

Образование: неоконченное высшее

Опыт работы: от двух лет

График работы: полный рабочий день

Описание вакансии

Job description:

Starkflow is looking for an enthusiastic Account-Sales Manager who can assist us with Client related activities and take care of day-to-day progressions.

The ideal candidate will be able to appropriately identify the needs of both new and current clients in order to aid customers in their success. This will be done by developing an appropriate level of communication with clients and internal team members to better understand and mitigate any issues the customers may face.

As a Sales Manager, you directly receive meaningful responsibilities as of day one. You are in charge of maintaining and expanding a long-term partnership with your client by continuously proposing solutions and plans that meet their objectives. To do so, you'll develop a keen understanding of your competitors and markets.

Responsibilities:

- As an Account Manager at Starkflow, you will pitch, plot and execute phenomenal projects.
- You will farm and groom our client relationships, always finding opportunities for growth.
- With your integrated expertise, you understand how to lead, guide, and execute with best practices on any various types of projects thrown your way.
- You are the primary champion of the client industry landscape, possessing deep understanding of the client's ecosystem.
- You will be responsible for end to end account management with responsibilities including aligning of governance frameworks and managing strategy, scope, time, cost, quality, resources, stakeholder communications and risk.
- You work at the intersection of cutting edge digital technologies. You support the sales process and the operational decision making.
- You set up and pitch, and together with our in-house teams, you help to shape these projects into a joint success.
- Your role is to bring all of our in-house talent together, integrating activities between different disciplines to make sure great work is done.
- Convert marketing generated leads to qualified opportunities.
- Follow qualification process for opportunities generated.
- Meet or Exceed Monthly Activity, Opportunity, and Revenue targets.

If all of this doesn't excite you enough already, you also have the honor of compiling monthly reports on sales, expenses and forecasts.

Desired Skills and Experience:

- 3+ Years of relevant Inside Sales/Account Development experience.
- Strong communication and presentation skills.
- Prior experience of working in an International Sales set up.
- Fluency in English is a must.
- Flexibility — the ability to work in a dynamic environment not restricted to shifts and geography.
- The technical bent of mind — ability to learn new tools on the go and open to constant learning.
- Familiarity with CRM.
- Ability to work in a team environment.
- Good understanding of the SAAS industry.
- Demonstrate the ability to ramp up to an Inside Sales Specialist role.

- Experience with Hubspot or similar tools is preferred.
- Experience in Outstaffing/Outsourcing Company is highly preferred.
- Must be very nimble and should be able to respond quickly to messages and client requests.

Benefits:

- 100% remote position - work from anywhere.
- Competitive salary based on experience.

Контактная информация

Контактное лицо: Solomiya

Адрес: Київ, Volodymyrska Street,
101