APS (Agile Pro Solution) headquartered in the USA with a local office in Skopje is looking for an **Account Manager.** Here at APS, we believe that once you have the right skills and motivation to be successful you will be a great fit for the team.

**Job Summary:**

We are looking for Account Managers to create long-term, trusting relationships with our clients. The Account Manager’s role is to oversee a portfolio of assigned clients, develop new business from existing clients and actively seek new sales opportunities. The working hours for this position are from **3 pm** to **11 pm** Mon-Fri.

**Responsibilities:**

* **Contacting potential clients to establish rapport and arrange meetings.**
* **Planning and overseeing new marketing initiatives.**
* **Researching organizations and individuals to find new opportunities.**
* **Increasing the value of current customers while attracting new ones.**
* **Finding and developing new markets and improving sales.**
* **Developing quotes and proposals for clients.**
* **Negotiate contracts and close agreements to maximize profits.**
* **Build and maintain strong, long-lasting client relationships.**

**Basic skills and requirements:**

* **Excellent English (Native level fluency).**
* **USA living experience is a MUST.**
* Previous experience in Sales, Business Development or Account Manager.
* Excellent Communication Skills
* Ability to manage multiple projects and accounts simultaneously.
* Self-motivated and positive individual.
* Time Management Skills.
* Great Negotiation Skills.
* Demonstrable ability to communicate, present and influence key stakeholders at all levels of an organization, including executive and C-level.
* Ability to flourish with minimal guidance, be proactive, and handle uncertainty.

**What we offer:**

* Training Program
* Competitive salary and bonuses
* Great working environment
* Benefits and motivational perks

Our biggest assets are our employees and our organizational culture. We strive to create an environment where people will feel valued and rewarded.

We are an equal employer, and we welcome everyone matching the experience and skills to apply.

\*NOTE: Only the most suitable candidates will be contacted.

Apply bellow or at recruitment@agileprosolutions.com