



Our Client **A1 Makedonija** is looking for talented and energetic people with a positive attitude, who are determined, committed and are highly motivated to work at the position of:

REGIONAL SALES ACCOUNT MANAGER

Open job vacancies for:

- ✓ **Gostivar**
- ✓ **Shtip**
- ✓ **Gevgelija**

Key responsibilities:

- Maintain and develop the existing and prospect customers. Proposing the full range of A1 Makedonija's products and services and customization, if required, in order to reach personal targets. Strong collaboration within the team to maximize team results.
- Provide customer base with the high-value consultancy approach, propose the most suitable solution, and guarantee efficiency and quality to the clients' processes, with the final goal of reaching full customer satisfaction.
- Contribute actively to the further development of sales practices and efficiency for A1 Makedonija's products and services, through best practice sharing, suggesting new solutions and services. Monitor customer satisfaction and market trends in order to address new opportunities, promoting the development of existing and new services.
- Create and develop detailed sales plans.

Job requirements:

- Minimum 3 years of B2B sales experience
- Experience in directly managing customers
- Strong commercial acumen, excellent relational and negotiation skills
- Working through the entire regional sale chain
- Strong sense of pro-activity, strong attitude to problem solving
- Strong attitude to reach targets
- Valid driving license

Preferable:

- Self – Starter
- Sales experience with solutions, IT, ICT with specific focus on Cloud & Hosting, Security, IoT and broad understanding of service proposition is a plus
- Ability to quickly learn and have an exceptional interest in digital technologies
- Curious and forward looking
- Agile and responsive
- An excellent sense of humor

Offer:

- An opportunity to develop a career in a dynamic and international environment
- Competitive salary - the actual annual salary depends on qualifications and professional experience
- Bonuses plus relevant benefits for the position

If you are interested and motivated for this position, please send your CV and Cover Letter in English language to jobs@esc.com.mk till 14/08/2020. In the subject line of your e-mail please refer to the job title **Regional Sales Account Manager** and please state for which location you are applying.

All applications will be proceeded in strict confidentiality. Only short-listed candidates will be contacted for further interviews. For any questions you might have, please feel free to contact Executive Search Consulting at (02) 2700-425.