

# Account Manager

Lisboa - Portugal

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We are looking for an enthusiastic and results-oriented Account Manager to strengthen our business development team. You need to be passionate about technology and be always keen to understand the customer, the market landscape and the competition.

Our company works for the global market, with software running in more than 42 countries, so if you are looking for a career challenge this is the opportunity that you are looking for.



## Key Responsibilities

- Responsible for helping in the most important aspects of the sales process, from lead generation, opportunity management, sales proposals, contracts and the invoicing process;
- Help to drive growth in new and existing accounts, forging strong relationships with clients;
- Understand the customer needs and help defining the requirements for the solutions;
- Market intelligence - Identify opportunities through market and competitor analysis;
- Provide feedback to management regarding customer requirements and market trends;
- Help developing the product positioning.

## Additional Information

- **Job Location:** Lisboa (Portugal);
- **Position Type:** Full-time;
- We offer a competitive compensation package as well as an environment conducive to personal and professional growth.

## Requirements

- BSc or MSc in Computer Science, Business or a related major;
- 3+ years of experience in sales or business development in the Telecom or FinTech sectors;
- Ability to help managing an individual quota (goal definition, track and follow up; generation, qualification, management of leads/opportunities; liaising with existing or prospective clients);
- Must have excellent communication skills and be highly fluent in English;
- A good time manager, with the ability to meet deadlines, and able to juggle multiple tasks simultaneously;
- Good documentation and writing skills.
- Ability to produce regular deliverables through Power Point, Word, Excel, Google tools;
- Proactive, highly flexible and highly organized;
- Availability to travel;
- Team oriented and able to work in a fast-paced environment.

APPLY