

Account manager / Key Account Manager

Uchádzača overíme na vašu žiadosť

Očakávaná mzda: **2 100 €**

Cena: **2 520 € bez DPH**

Preferovaná pracovná pozícia

Account manager

Key account manager

Preferovaná lokalita

Bratislava

Jazyky

Slovensky - Expert (C2)

Anglicky - Pokročilý (C1)

Zručnosti

SPIN - Pokročilý, Microsoft Office - Pokročilý

Pracovné skúsenosti / Work experiences

11/2014 – 2020

Key Account Manager for Slovakia

Zameranie spoločnosti:

Computer Programming

- » Develops relationships with Key customers and relevant partners
- » Acquisition of new customers in the corporate and public segment
- » Identifies and escalates performance or cost issues within the organization
- » Creates "Account Plan" according to company processes and formats
- » Provides management reports
- » Identifies sales opportunities and new business
- » Presentation, sales and total implementation of complex ICT solutions tailored to the closing of a deal

2012 – 2014

Country Leader / Key account Manager for Slovakia

Zameranie spoločnosti:

Computer Software

- » Business development in all Slovak Market with the following BI software product: INFORMATICA, Data Integration / Data Migration and Data Quality, Data Master Management and Data Warehousing
- » Acquisition of new customers in the corporate segment
- » Analysis of ICT solutions in the form of consulting the customer - needs allocated to key customers - design solutions for improvement
- » Presentation, sales and total implementation of complex ICT solutions tailored to the closing of a deal
- » Preparation of quotations and design business and technical conditions, participation in tenders

2011 – 2012

Key Account Manager for Slovakia

Zameranie spoločnosti:

Electrical & Electronic Manufacturing

- » Implementation of business plans, evaluation of development activities, sales planning, reporting

- » Analysis of needs in the area of segments - Discrete Automation and Motion, Control Systems allocations for me / me thanks to acquiring key customers
- » Presentation and sale of unique comprehensive solution for peace in the DATA CENTRE "DecathlonTM Solutions"

2008 – 2011

Key Account Manager

Zameranie spoločnosti:

Telecommunications

- » Analysis of Telco/IT/ITC needs of Assigned Key Customer presentation and sales of complex Telco/IT solutions
- » Fulfilment of the business plan evaluation of developing activity, sales planning, reporting
- » Assembling of the account plan for the Key Customer
- » Responsibility for building and maintaining the relationship with the customer (customer's satisfaction)
- » Collate weekly, monthly, quarterly reports about the customers, revenues, risk, EBIDTA

Vzdelanie / Education

2007 - 2011

B.I.B.S.

MSc – Master of Science in Management Studies

2003 - 2007

B.I.B.S.

BA – Bachelor of Arts (Hons) in Business Managements

2000

Effective Manager

People management

1992 – 1997

Hoteliers Academy