



Printec Group Of Companies, a leading Technology Solutions Provider and Systems Integrator in South-Eastern Europe, offering end-to-end solutions for Banking, Retail, Telecommunications industries and Public Sector, seeks to recruit a highly motivated professional for its operations in Belgrade, **Serbia**:

Senior Account Manager

(Ref. SnACMN_FSI_SER)

Responsibilities

- Responsible for the management of all Product Families and Solution Categories, distributed by the company, to a defined list of key accounts clients within the FSI, Telco and/or Private Sectors
- Promotes company's solutions, services and image through direct sales
- Responsible for the preparation and presentation of financial proposals to potential clients
- Evaluates the business needs of potential and current customers, converts them into sales opportunities for company's solutions and services
- Ensures the collection, analysis and diffusion of market intelligence information (clients, business needs, technology, competition, market/business sectors trends) in the FSI, Telco and/or Private sectors
- Ensure after-sales customer support through effective account management

Qualifications & Experience

- At least 4 to 6 years of solutions sales experience, preferable in IT, Banking or Telecommunications sector
- University Degree in Engineering, Business or Marketing (MBA will be a strong asset)
- Proven successful experience in managing large accounts
- Leadership and motivation skills, Business awareness and Creativity
- Business oriented, dedicated to meet expectations and requirements of clients
- Strong sales & negation skills, team spirit, problem solving & analytical skills
- Excellent communication & presentation skills, ability to work in a multinational environment
- Analytical thinker with a proven ability to translate complex business needs into feasible, valuable solutions
- Fluency in English and the local language

Candidates with the above competencies please send your CV, ***in English***, referring the job title and Ref.

All applications will be processed in strict confidentiality and will be acknowledged promptly

APPLY

A career worth aspiring to