

Infobip is a global mobile services specialist and GSMA associate member. We pride ourselves on our ability to provide a mobile services cloud for enterprises and mobile operators. Our entire portfolio is designed in-house and draws on our extensive experience, taking into account the specific requirements of our clients and partners. For more information, visit our corporate web sites at www.infobip.com and www.centili.com.

We have an opening at our Belgrade offices for:

Sales & Account Manager

Join Infobip if you:

- Are sharp, goal-oriented, with a passion for driving business forward
- Are a team player with ability to work independently
- Have strong verbal presentation and written communication skills
- Want to learn about new technologies

Responsibilities:

- Creation, implementation and execution of Sales Action Plan.
- Generating and creating a credible forecast of accounts and territories and provide this information on a regular basis to Head of Sales and Procurement.
- Serve as the primary customer contact for business and technical issues for those accounts and territories assigned
- Be able to personally conduct an advanced product demonstration.
- Contact with partners, collection of product feedback, presentation of ideas for improvements and innovation to technical teams
- Ensure achievements of company sales and distribution objectives

Qualifications:

- BSc in Economics/Business, Organizational or Computer Science
- Fresh graduates/Entry level applicants are encouraged to apply, experience in IT/Telecommunication industry sales is advantage
- Written and spoken fluency in English, German/Spanish/Arabic are advantage
- Familiarity with the MS Office package
- Willingness to travel abroad
- Excellent presentation and organizational skills

We offer international and dynamic working conditions, challenging situations that allow personal and professional development. **Infobip encourages self-initiative and offers an environment where each staff member has an opportunity to learn and to be promoted based on his/her knowledge and work.**

HOW TO APPLY:

All applicants are required to send a CV and an application letter in English to careers.belgrade@infobip.com.

Note: Infobip is an equal opportunity employer.