

SALES ACCOUNT MANAGER

Position Overview:

The Sales Account Manager role is to sell products and services to customers, which could include both businesses and individuals. They seek new clients, understanding customer needs and making effective sales pitches.

Responsibilities:

- Responsible for supporting the company in the overall development of the Sales function by promoting core and value-added services through opportunity-based sales.
- Achieve business targets through excellent telephone sales and communication skills.
- Creation of sales leads, initiation of prospect calls and establishment of ongoing rapport with existing and potential customers.
- Identification of new business opportunities through cold calling prospects generated by internal or external sources.
- Identify decision makers within targeted leads to begin sales process.
- Create and deliver qualified opportunities to the Sales Team and/or relevant department.
- Maintain and expand the company's database of prospects.
- Collaborate with the Sales Team and relevant department to determine necessary strategic sales approaches / campaigns.
- Make regular follow up calls to existing customers and develop the business through up selling and cross selling.
- Penetrate all targeted accounts and increase sales from within existing client base.
- Where necessary, support marketing efforts such as exhibitions, events Business Management.
- Provide market and competitor activity feedback.
- Identify & maintain standards of departmental training.
- To carry any duties that have been assigned by the company or management.
- To use customer relationship management (CRM i.e Zoho), as project management, monitoring applications tools, provided by company to ensure latest information/ details is up to date.

Qualifications

- Education: Minimum Bachelor Degree in any field
- Experience: At least 1 years
- Have experience in Cybersecurity sales would be an added advantage.
- Able to work independently as a team.
- Able to multitask, pro-active & independent.
- Pleasant personality with good attitude

Additional Information

- Office Hours: Monday – Friday (9am - 6pm)
- Smart Casual Fridays
- Salary is negotiable depending on experience.
- Welfare
- Social Security
- Health insurance
- Incentive
- Bonus
- Holidays