



Zucchetti S.p.A.

Strategic Account Manager

Strategic Account Manager that will generate revenue by selling software solutions and services (especially HR and workforce management solutions) to existing clients within an assigned territory. He/She will manage relationship with assigned client base, made of mid/big-sized companies and international groups, to ensure retention and grow revenue.

Knowledge & Skill Requirements:

- exceptional written, verbal and interpersonal communication skills,
- ability to articulate value proposition and to manage sales with multiple decision makers,
 - ability to manage internal resources to complete the sale.

Experience required:

- 3-5 years experience in the IT, TLC and services industry,
- experience interacting and facilitating communication with all levels in the IT institution organization.

Knowledge of retail, manufacturing and facility management industry is considered ad a plus.

Education required. Bachelor's degree in Business or Marketing or Management Engineering or equivalent experience.

Main Responsibilities:

- manage territory to maximize sales resources and revenue opportunities,
- perform inside sales activities for an assigned client base and product line to close business and to achieve assigned objectives,
- working with strategic foreign partner, aligning the activity according to the corporate strategy,
 - maintain sales forecasting data in sales reporting system,
 - serve as primary relationship contact for assigned client base to communicate strategic plans and status,
 - maintain regular contact with clients,
- stay abreast of current industry trends, competitors and current/new company products and services.

Sede di lavoro: tutta Italia

Periodo indicativo di inizio: inserimento ad avvenuta scelta del candidato.

Le offerte di lavoro s'intendono riferite a entrambi i sessi secondo il disposto delle leggi 903/77 e 125/91

