

Account Manager (m/f)

Roaming Networks is one of the leading system integration companies in the ICT field in Serbia and the Balkan region. We provide professional consulting, design, implementation, integration and maintenance services in the fields of radio and microwave access networks, passive optical networks, transport and access systems, IT infrastructure and data centres and security solutions.

In recent years we have built a strong presence in the markets of Serbia, Montenegro, Bosnia and Herzegovina and Austria. As our business has grown, so has our team: at the end of 2013 the Roaming Networks Group employed 61 staff; in 2015 this increased to 243 and today we number more than 400 employees. Our revenues have increased more than tenfold over the past three years. We have partnership with 15 global firms. By steadily developing and growing we strive to expand into new markets in Europe and the Middle East.

We are looking for a person who is not afraid to take one step further in our business development activities, a person who seeks new topics and create the value for our company and our customers. An account manager warrior with much of personal drive and insight in Telecommunications and ICT who will contribute in Roaming Networks growth is who we are looking for.

Account Managers

Job description:

- Creating and managing sales and business development
- Building and managing trust-based, long-term relationships with our clients
- Identifying, developing and winning new sales opportunities for Roaming Networks
- Understanding our client's commercial, operational and technology challenges and opportunities
- Following the account pipeline and opportunity data and achieving sales targets
- Managing sales within defined business development targets
- Negotiating and closing deals
- Participating in Roaming Networks products and services portfolio creation

Requirements:

- University degree (Telecommunications and IT)
- 5+ years of experience in similar position within companies engaged in telecommunication and IT business
- Strong knowledge of Telecommunication and IT market and trends
- Proven track record in meeting and exceeding sales targets
- Excellent written and verbal English communication skills
- Strong knowledge of Microsoft Office
- Previous experience as Account Manager for banking and insurance companies, construction companies, gas & oil companies, retail companies, ministries and state administration or traffic, road and rail infrastructure

If you see yourself in this position and you meet the requirements please submit your up-to-date CV via option "PRIJAVI SE NA OGLAS".

Lokacija: Banja Luka

Datum objave: 24. Oct 2017.

Datum isteka: 23. Nov 2017.