



Marvelsoft d.o.o. Tuzla

## Inside pre-sales & account manager (m/f)

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### INSIDE PRE-SALES & ACCOUNT MANAGER (Tuzla Office)

Marvelsoft is hiring!

- Would you like to work with a great and experienced team in a multicultural environment,
- have the freedom to use your knowledge and skills in designing and implementing business relationship strategies
- work on helping our potential or existing partners and clients close the technology gaps related to trading?

If your answer is YES, we are looking for you!

Marvelsoft is headquartered in Hong Kong and we are currently hiring Inside Pre-sales & Account Manager who will be responsible for upselling and account management for our existing customers and for outreach to potential customer and partner base in EMEA. This is an excellent opportunity to join one of the global trading technology providers in the exciting global finance sector.

### About Marvelsoft

Marvelsoft engineers and experts have been designing and delivering dependable software solutions for trading and global financial institutions for over a decade. We offer innovative technology with the highest industry standard that helps companies attain new levels of trading performance and productivity.

### About the team

When you visit our vibrant office in Tuzla you will find our driven, efficient team of young professionals working on software solutions for our clients. We are passionate about our jobs, innovative, team-oriented and always ready to learn and excel at new challenges. Most of all, we trust everyone to make the best decisions about their tasks and support each other in every step on the journey to success.

### RESPONSIBILITIES:

- Developing an understanding of our products & related infrastructure, needs of a wide range of clients and prospects
- Continuing to develop client and prospect relationships through sending emails, making calls and organizing meetings
- Continuously growing technical product knowledge and understanding of global financial markets (with a focus on EMEA) while developing project management skills.
- Developing a sales and upselling project plan and managing timeframes and milestones
- New prospect profiling, outreach & maintenance of the prospect relationships

## QUALIFICATIONS, EXPERIENCE & COMPETENCIES

### Required

- Bachelor's degree or equivalent work experience/certification in finance, computer science, engineering or another technical field
- Excellent spoken & written English (knowledge of German or French is a great plus)
- Passion for technology and finance
- Desire to learn, seek new challenges and take on additional responsibilities
- Organized with good time management
- Responsive with good communication skills working in a multicultural environment
- Resourceful and self-reliant with good critical thinking and problem solving

### Advantageous

- Related experience in pre-sales and hands-on project management
- Client facing experience, including attending meetings and conference calls

We strongly encourage all applicants to visit our website and read the detailed description of this position there.

Send us your CV and motivational letter via option "PRIJAVI SE NA OGLAS".

**Lokacija:** Tuzla  
**Datum objave:** 15. Mar 2019.  
**Datum isteka:** 14. Apr 2019.