

New Business Account Manager- IT&C arena- Bucharest

Candidatul ideal:

- Ridiculously good communication skills (Romanian and English) and ability to easily interact with customers with your good-natured wit and charm;
- Previous sales experience in IT&C, engineering design, manufacturing, design & analysis, oil & gas design, project collaboration solutions;
- A genuine passion for software and 3D design;
- Good command of AutoCAD, Inventor, and/ or 3DS Max/Design is a plus. ;
- Proactive with exceptional organizational skills, time management skills and ability to work independently in order to effectively structure a day to allow for key sales related activities, including sales prospecting time;
- Willingness to travel up to 50% of the time;
- Driver license (B category).

Descrierea jobului:

For one of our clients, a leader in the IT&C arena in Romania, we are looking for a New Business Account Manager with the following responsibilities:

- S/ He will engage with design companies and challenge them to become more productive, more efficient in their design processes;
- S/ He will find innovative solutions that will enable his/ her customers to step out of the crowd, becoming a real competitive player on the European /worldwide stage!;
- S/ He will manage all aspects related to sales process (research, customer approach, analyzing needs, preparing adequate technical & commercial offers; follow-up meetings; actively involvement in the negotiation process and conclusion of the contracts/ projects).

Do you like our job opening? If yes, please send us your CV at: hr@mellon.com.ro and explain us why you are the best candidate for this position.

Descrierea companiei:

Mellon Romania, a subsidiary of Mellon Technologies and member of Mellon Group of Companies, was founded in 2001 in Bucharest. Our offering consists of specialized technological solutions and value added services, to serve the increasing needs of financial institutions and organizations with strong consumer transactions business, such as Retail Banks, Public Utilities, Telecommunications Providers and large Private Companies.

Mellon Romania builds on the company's international know how and the leading global market trends, to provide and support locally the best mix of products and services for specific needs of Romania and each market segment. The company employs over 200 specialized staff: its technical support personnel and systems engineers fully support the company's products and services, meeting customer needs for quality of service and increased efficiency; its call centre agents are fully trained and experienced, representing our customers under the strongest quality standards; the company's sales consultants analyse your needs and offer you the most efficient and cost-effective solutions that will best meet your requirements now and in the future.

www.mellongroup.com