

## **INSIDE SALES ACCOUNT MANAGER**

Location: Prague, Czech Republic

Do you speak Polish? Are you a good negotiator? Our Client is currently looking for a candidate like you! Take your chance to have an outstanding experience and to explore the international business reality.

### **Job Description:**

- Managing assigned authorized partners / Mid-Market level strategic customers via telephone to detect potential business opportunities
- Supporting partners on business development and tracking ongoing projects as an account manager
- Managing pipeline, forecasting business and develop influential relationship with existing customers.
- Chasing up-sell and cross sell opportunities.
- Administrating CRM tools, portals and sharepoints.
- Collaborating with country field managers and engaging resources to finalize opportunities.

### **Preferred Skills:**

- University degree or High school with a previous first professional experience in sales.
- Eligible to work in EU.
- Excellent English and native speaker of Polish.
- Real sales attitude and the capability to persuade their partners to sign contracts.
- High level of communication skills (phone manners)
- Persuading, Influencing and Negotiating Skills.
- Self-motivated and driven.
- Previous experience in Sales or customer service experience is a plus.

### **We offer:**

- Competitive salary + attractive Bonus system
- Daily food vouchers
- 20 Days of Holiday, plus additional holidays up to 5 days
- Business trip opportunities
- Professional growth opportunities

If you are interested, please apply through our website [WiPjobs.com](https://wipjobs.com) or send us your CV, in English, at [unipartnerships@wipjobs.com](mailto:unipartnerships@wipjobs.com)