

Job title: Key Account Manager

Reports to: KA Director

Job Summary: We are looking for a Key Account Manager to join our team. The successful applicant for this role will be an experienced, self-motivated, and energetic individual with a proven ability to identifying and driving new business opportunities and achieving overall sales and revenue growth within a defined customer segment. The goal is to drive sustainable financial growth through boosting sales and developing long term relationships with customers.

Status: Full-time

Responsibilities:

- Responsible for development and achievement of business targets
- Focusing on prospecting, qualifying, developing a customer Portfolio, and generating new business
- Play leading role in business proposals and hold responsibility for the effective on-boarding of new clients
- Act as the key interface between the customer and all relevant internal functions
- Preparation of contractual agreements and ensure that these are fully adhered to
- Identifies customer problems and ensure proper solutions
- Responsible for collecting accounts receivables
- Provide reports and analysis as required

Qualifications:

- Experience in sales and providing solutions based on customer needs of minimum 2 years
- Strong communication and interpersonal skills with aptitude in building relationships with professionals of all organizational levels
- Ability in problem-solving and negotiation
- English language- written and spoken fluency
- Excellent organizational skills
- Ability to travel within a given city or region to conduct sales visits
- Ability to compose routine reports and business correspondence
- Highly motivated, and energetic individual
- Ability to work independent of supervision
- Driving licence - B category
- University degree, preferable in Economics/Business Administration or equivalent

If you are the right person for this role, we are looking forward to hearing from you.