

Account Executive



admin@jobspace.co.id

Phone :

Web :

Job Summary

Vacancy :

Deadline : Nov 30, 2024

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Employment Status : Full Time

Experience : 1 - 3 Years

Salary :

Gender : Any

Career Level : Staff

Qualification : Diploma

Job Description

We are a recruitment service company. Currently we are looking for B2B account managers to become employees of our clients (not outsourced) Our clients is is a growing Internet Service Provider (ISP) committed to delivering high-speed internet solutions to businesses. Their mission is to provide reliable and efficient internet services to enhance business productivity and connectivity. **Key**

Responsibilities:Sales and Business Development:

- Identify and target potential business clients in need of ISP services.
- Develop and implement effective sales strategies to achieve sales targets.

Client Relationship Management:

- Build and maintain strong relationships with existing and prospective clients.
- Provide exceptional customer service and support to clients, addressing their needs and concerns promptly.
- Regularly follow up with clients to ensure satisfaction and identify opportunities for upselling and cross-selling.

this Position for 1 year contract to become a permanent employee

Education & Experience

- Bachelor's degree / Diploma
- Proven experience 1-5 years in B2B sales in the telecommunications or ISP industry (MUST)

Must Have

- Strong understanding of ISP products and services.
- Excellent communication, negotiation, and presentation skills.
- Ability to build and maintain relationships with business clients.

Educational Requirements

Diploma

Compensation & Other Benefits

Competitive salary and benefits package, Opportunity for professional growth and development. Sales Incentive