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Junior Account Manager

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Company: Devoteam Luxembourg

Location: Luxembourg

Category: other-general

Description du poste

We are seeking a driven and dynamic Junior Account Manager to join our Sales team.

The successful candidate will be responsible for building relationships with clients, understanding their business needs, and selling our Digital Consulting services. Additionally, they will actively participate in recruitment activities to identify and onboard top talent that aligns with our strategic goals. The ideal candidate will have a strong interest in technology and be able to communicate effectively with C-level executives.

If you are a motivated and driven sales professional with a passion for technology and a desire to succeed, we would like to hear from you!

Tasks:

Develop and maintain a strong network of clients and partners

Identify and pursue new business opportunities

Contribute to recruitment efforts to expand our team's capabilities

Prepare and deliver presentations to potential clients

Negotiate contracts and close deals

Collaborate with internal teams to ensure successful project delivery

Meet or exceed sales targets and contribute to the achievement of company's financial

objectives

Continuously seek out and stay updated on industry trends and advancements

Qualifications

Qualifications:

Bachelor or Master's degree in Business Administration, Marketing, or a related field

Strong interpersonal skills and ability to build relationships with clients

Ability to effectively communicate with C-level executives

Tech-savvy and a curious mindset

Ambitious and driven, with a focus on achieving company's KPIs

Experience or interest in participating in recruitment activities to identify and onboard top talent

Excellent organizational and time management skills

Ability to work independently and as part of a team

Excellent communication in both French & English;

Informations supplémentaires

What's in it for you?

Fantastic path to career advancement as a business developer, working with major cloud partners on the market

Competitive salary and commission structure

Opportunities for training and professional development

Join a Best awarded company for 5 years in Luxembourg, where a strong culture is valued and shared among all collaborators

Integrate a professional but also fun team, always eager to share quality time together over a lunch or afterwork;

Devoteam is an equal opportunity employer and welcomes applicants from diverse backgrounds.

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Cross References and Citations:

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