

London Calling



Account Manager- BDM.

- Global Organisation
- Career Progression
- Up to 75k + super - OTE \$160k

This leading global provider of software and related services is looking for an exceptional Account Manager/BDM

Account Executives for the Sales Team are responsible for developing and closing new sales opportunities within the industry. They serve as the key contact and liaison between themselves and their clients during the initial sales process.

Responsibilities include:

- Maintain Frequent, ongoing and consistent contact with entire territory prospect list (Asia-Pacific region)
- Maximising direct and indirect sales in a geographic territory
- Qualifying sales opportunities
- Continuously updating and maintaining prospect database for pipeline management, daily activity, and forecast data
- Leading the initial sales process from lead to close
- Employing the use of value selling methodology to investigate and identify customer needs and to determine solutions
- Leading the proposal development for accounts to ensure the best overall presentation of the company to the customer
- Staying informed about the competition

Experience and Skills:

- 3 or more years of experience in direct outside sales
- Software sales experience
- Excellent communication and presentation skills
- A successful track record in over-quota achievement
- Proven closing abilities
- A strong work ethic
- An extremely goal-oriented attitude
- Tertiary qualified

Please email your resume through to Samantha Watts at sam@londoncalling.com.au

Contact London Calling now on jobs@londoncalling.com.au or (02) 9357 5116