

Account Manager - Software Sales

Michael Page • Tamworth NSW 2340



Base pay

\$70,000 - \$90,000



Work type

Full time



Contract type

Not provided

Job details



Date posted

26 Apr 2022



Expired On

21 Jul 2022



Category

Sales



Occupation

Account Manager



Base pay

\$70,000 - \$90,000



Work type

Full time



Job mode

Permanent



Industry

SOFTWARE & SERVICES



Sector

Full job description

- Join a global company with over 100+ years of experience
- Currently in a growth stage within the Australian market

About Our Client

My client is seeking to hire an energetic field sales representative. This is a highly autonomous B2B client-facing role that will see you on the road daily, developing long-term business relationships and offering creative and tailored software solutions. You will be responsible for partnering closely with local businesses, understanding their needs and coming up with key solutions to boost business performance.

You will have the opportunity to work from home, while still working closely with the sales team across the country.

Job Description

- Partnering with local businesses and building relationships through client-facing meetings
- Contacting and investigating business opportunities
- Understand client needs and offer tailored solutions
- Manage your own desk, without supervision

The Successful Applicant

- Experience working in an autonomous B2B client-facing role
- Drive and motivation to meet sales KPI's
- Hunger for continuous training and development
- Ability to build long-term partnerships

What's on Offer

- Become part of one of the leading SaaS businesses in the Australian market
- Opportunities for learning and career development

- A competitive salary package, superannuation, car allowance, and annual incentive program