



Is currently looking for an
Account Manager



We are:

Ibis Solutions is part of the Ibis Group, which has been one of the main drivers of the company's digital transformation in the regional market for more than 25 years. Thanks to long-term partnerships with companies such as IBM, Oracle, Red Hat, Ui Path, etc, through system integration projects as well as software development, Ibis Solutions has so far provided significant support to over 300 clients from Southeast Europe.

Due to the significant expansion of our activities, we are looking for a highly – driven **ACCOUNT MANAGER** to join our sales team and work with partners and clients to solve various challenges. Our new colleague is open minded, delivers great quality and has can-do attitude.

The scope of your job is:

- Establishing strong and productive relationships with clients
- Operating as the contact person for assigned customers
- Promoting company solutions to a large network and participating in marketing activities
- Preparing and delivering sales presentations to new clients and providing excellent customer service
- Preparing detailed and accurate proposals
- Ensuring that all customer issues are resolved quickly and efficiently
- Completing required reports and NAV entries on time
- Partnering up with internal teams in order to ensure customer requirements are met
- Constantly increasing knowledge of the company's products and services

Your qualifications are:

- Bachelor's degree (Economics, ETF or FON)
- 1+ years of proven sales track record
- ICT background is a plus

Your competencies are:

- High level of fluency in English
- Good numeracy skills
- Great interpersonal, negotiation, and presentation skills
- Ability to prioritize and organize work effectively

Our offer:

- Working in a dynamic environment
- Personal and professional opportunities for growth
- Great opportunity to learn and work with cutting edge technologies
- Working with competent colleagues who are willing to share their knowledge and experience
- Benefit package (FitPass, health insurance, flexible working hours, various sports and team building activities)

Sounds interesting?

If yes, show us what you've got and send your CV at career@ibis-solutions.rs until **22.02.2022**. Have in mind that only candidates selected for an interview will be contacted.