

Sales & Account Manager Romania

Job brief

We are looking for a qualified Sales & Account Manager to join our Romanian team. You will be responsible for developing the business by identifying and acquiring new clients, while at the same time strengthening/growing the business with the existing ones.

You will be responsible for all account management tasks related to existing and new clients, making sure that they are very satisfied with the relationship with Care Direct.

If you're customer-oriented with a 'can do' attitude, this position is for you. Our ideal candidate is very ambitious and has a drive for exceeding goals and ensuring a great customer experience. We also expect you to suggest forward-thinking improvement ideas to promote and develop our current services, but also to suggest new potential services that have appeal in the market.

Responsibilities

1. Responsible for the sales revenue of the Romanian subsidiary
2. Single point of contact for all customers/clients regarding account management matters, ensuring exceptional relationship between Care Direct and all its clients.
3. Contribute to the development and upgrade of the company commercial policies
4. Using knowledge of the market and of the needs of the prime prospects, identify and develop new service opportunities that fill existing gaps in the market and will lead to business growth
5. Prospect for potential new clients and turn them into new business
6. Plan sales approaches and participate in pitches.
7. Set up meetings with the key decision makers of potential and existing clients to present existing and new products and services
8. Follow up with all existing and potential clients ensuring they get the proper offer and leads the negotiation and contract closure process.
9. Arrange and participate in internal and external client debriefs.
10. Keep in touch with the operational team and be at all times up to date with the implementation of all projects
11. Ensure the timely and successful delivery of our solutions according to customer needs and objectives, by working seamlessly with the Operational team
12. Clearly communicate the progress of all projects to internal and external parties
13. Participate in the weekly sales meetings and report periodically and accurately the progress.

Requirements

1. Advertising (BTL) agency sales/business development experience (3-5 years)
2. Ideally Commercial business experience in FMCG industry of 2+ years (marketing, trade marketing and/or sales)
3. University (BA/BS/MSc) degree.
4. Exceptional analytical skills
5. Fearless leadership
6. Unsatiated desire to make things happen and follow through to completion (in particular for the sales process)
7. Excellent verbal and written communication skills: listening, negotiation, influencing and presentation, both in relation with internal stakeholders and with clients.
8. Very good collaboration skills across hierarchical levels
9. Impeccable reputation
10. Very strong project management, ensuring cross functional alignment at all times
11. Experience delivering client-focused solutions to customer needs
12. Proven ability to juggle multiple account management projects at a time, while maintaining sharp attention to detail
13. Self driven to exceed targets
14. Excellent command of English language
15. Very good command of MS Office suite (Word, Excel, PowerPoint)

We offer

- Opportunity to work in a multinational company that feels like a family
- Competitive remuneration
- Friendly environment comprising enthusiastic and multi-national staff
- Opportunities for professional learning and growth

About Care Direct

Care Direct was founded in 1995 and is currently a global leader in high impact one-to-one communication with young families with children. The company operates in 20 countries across 3 continents (Europe, Africa and Middle East/Asia) via own subsidiaries (15 countries) and via strategic partners (in 5 countries).

Care Direct established the Romanian subsidiary in 2001 and, since then, it got recognized as the best service provider of marketing to new mothers.