

Open position:

JUNIOR SALES ACCOUNT MANAGER

Helpers Hungary, the leading provider of business and immigration services in Hungary, is looking for a **JUNIOR SALES ACCOUNT MANAGER** to join our team. The main responsibilities of this role include overseeing sales and new accounts and developing long-term relationships with customers.

As a junior sales account manager, you will work to fulfill customers' needs and requests, respond to their queries in a timely manner, and aspire to deliver a positive customer experience. You should have excellent communication and negotiation skills and be customer service oriented. Ultimately, you should be able to grow our business by building successful, long-term client relationships.

We are aiming to fill this position as soon as possible but no later than July 17th, 2017.

Responsibilities

- Manage a portfolio of accounts to achieve long-term success
- Develop positive relationships with clients and partners
- Act as the point of contact and handle customers' individual needs
- Generate new business using existing and potential customer networks
- Resolve conflicts and provide solutions to customers in a timely manner
- Report on the status of accounts and transactions
- Set and track sales account targets, aligned with company objectives
- Monitor sales metrics (e.g. quarterly sales results and annual forecasts)
- Suggest actions to improve sales performance and identify opportunities for growth

Requirements

- Excellent communication and negotiation skills
- Ability to deliver projects and answer inquiries on time
- Problem-solving attitude
- Native Hungarian and fluent, professional English language skills (written and spoken)
- Preferably at least BSc degree in Business Administration, Marketing or relevant field

Where you will work

- 1027 Budapest, Kapás u. 11-15. VI/1.

How to apply

- Please send your English language CV, a cover letter indicating your previous work experience relevant to the current position, and your expected salary to ARTUR@HELPERS.HU.

We speak your mind.

