



Agensi Pekerjaan Career & You Sdn Bhd

Career & U is an established Executive Search Company with superior track record for our existing portfolio of clients. Our existing portfolio of clientele, comprising a large number of companies (both local and multinationals), several of whom have been with us for many years.

As an Executive Search Company registered with Malaysia Ministry of Human Resources, Career & U has been providing services to multinationals and local corporates on a nationwide and regional basis. Our Executive Search team was borne out of years of experience in the recruitment field and inspired by a genuine desire to constantly improve our level of service to a growing number of clients. We search and identify quality candidates according to our clients' criteria and place such candidates on a temporary, permanent and contract basis with our clients.

Our client, a world-wide company engaged in the provision of sales of information technology related products and solutions, is currently seeking the following candidates.

Account Manager (Information Technology Products/Solutions) (Selangor)

Responsibilities:

- Assist in task assigned by the Sales Manager.
- Manage and develop existing key account.
- Develop new accounts and sales leads.
- Understand client's requirements, propose the solution and manage written proposals.
- Develop and maintain excellent business relationship with customers and business partners.
- Conduct product/solution presentations and demonstrations.
- Ensure client's requirements and expectations are managed and met.
- Maximise revenue from each client.
- Meet revenue based targets.

Requirements:

- Possess at least a Bachelor's Degree in Computer Science/Information Technology or equivalent.
- Excellent oral/written communication & presentation skills in English.
- Familiar with manufacturing/trading environment. Those with extensive knowledge in retail business processes will be an added advantage.
- Able to work in a team as well as independently with minimum guidance.
- Preferably with minimum 2 years of solution sales experience in handling multinational company/corporate customers.
- Sales experience and working knowledge in mobility, retail solutions and RFID solutions is a plus.
- Strong interpersonal skills and able to interact effectively with all levels to foster good teamwork.
- Possess own transport.