

# DANISH INTERNAL SALES ACCOUNT MANAGER !! (AMSTERDAM)

Contributed by Team Scandi-jobs.com

This company is one of America's greatest corporate success stories. As one of the fastest growing technology companies in history, they were open-minded when they invented the router and by successfully focusing on customer needs, they've stayed that way ever since.

Since shipping its first product in 1986, the company has grown into a global market leader that holds No.1 or No.2 market share in virtually every market segment in which it participates. Since becoming a public company in 1990, their annual revenues have increased from \$69 million in that year to \$20 Billion with \$21 Billion in cash. Suffice to say this leaves them in a great shape for the future.

## Dimension & Scope:

- The Inside Sales Account Manager is responsible for driving incremental revenue in the midmarket. This role is ideal for candidates who enjoy a sales position, are achievement-oriented and believe in performance rewards for exceeding annual sales goals
- The ideal Inside Sales Account Manager is success-driven, works well in a multinational team environment and enjoys a dynamic and changing environment

## Principal Duties and Responsibilities:

- Manage around 200 named accounts with the goal of driving incremental revenue growth. this should primarily be done over the telephone, however, we would expect quarterly country visits to ensure full alignment with field and the primary accounts and partners within your territory
- Remain focused on opportunity creation whilst focusing on the management of pipeline ensuring targets are met.
- Manage the sales cycle from opportunity to closure
- Responsible for achieving quarterly and annual goals

## Education & Professional Certifications:

- University degree or equal education ideally in a Business Administrative environment or IT

## Candidate Profile:

- Two to four years related experience, preferably within a fast moving sales environment, IT sector experience is a plus, however not required
- Excellent people management and strong communication skills (verbal & written) including excellent telephone skills
- Work toward goal achievement using negotiation, teamwork/collaboration and motivation and time/work prioritization
- Fit with client's culture
- Ability to demonstrate innovation and good judgment/problem solving skills when making decisions
- Ability to establish a course of action to accomplish goals while using appropriate resources
- Work well under pressure, professional demeanor
- Self-driven
- Fluency in English and Danish
- Must have proficiency with software applications such as Microsoft Office, etc.
- Basic knowledge of networking is beneficial
- Knowledge of WWW is a requirement