

Sales Account Manager

Vacancy No # Mar00080
Full Time Contract -Locals Only
Horizon ISP -Baghdad & Basra

Key Accountability

- Manage and develop the existing distributor account base, cope to increase the number of DROS in all regions and undertake a variety of business development activities that will enhance the revenue stream
- Build, maintain, and forecast a territory pipeline of opportunities in accordance with sales management guidelines
- Conduct regular visits to DROS within coverage region to ensure account satisfaction, identify additional opportunities and educate the distributors on Horizon ISP 's value added services in order to grow existing accounts and secure new accounts
- Increase retention rate of current distributor base by providing excellent service at all times and by responding to the distributor's needs, concerns and emerging requirements

Education

- Bachelor's degree in business administration-related field or equivalent

Experience

- A minimum of 4 years of relevant experience with at least 2 years in a similar role

share your CV's on or Careers@marchcapitalgroup.com and mention Position & Vacancy No.

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