

CETECOM is a globally active technology service provider for telecommunications and information technology based in Essen (Germany). For many years our worldwide subsidiaries have been providing our international customers a comprehensive service portfolio that ranges from consulting in the fields of technological and legal requirements and the operation of accredited test laboratories to the worldwide approval of products and systems. We also take an active role in the development of specifications and standards on a European and worldwide level.

We are looking to expand our constantly growing team with dedicated employees keen to face the tasks and challenges the market of the future, mobile communications, presents.

ACCOUNT MANAGER

The Account Manager is a trusted advisor providing solutions and leadership through a deep understanding of the client's core business strategy. Leading client engagements from forecasting to strategic planning sessions and end-to-end service delivery, the Account Manager will be responsible for profitable and long-term client relationships.

The Account Manager will be expected to generate his/her own ideas and initiatives that capitalize on existing and prospective customer strengths to drive substantive, additional benefit to the company and customer.

Responsibilities:

- Develop account plans for accounts and partners to generate strategic relationships
- Produce weekly and monthly sales reports and forecasts
- Represent the company's services and products to customers and prospects and represent the company at industry meetings and tradeshow
- Proactively provide client research and industry specific information
- Follow company's sales process, including generating and qualifying leads, follow up on incoming and marketing supplied leads assessing opportunities, and proposing and closing sales contracts
- Maintain and expand existing accounts by qualifying customers, providing necessary and appropriate technical information, preparing quotes and closing sales
- Manage day-to-day relationships with strategic partners and develop a deep understanding of their offering and long-term business strategies