

## Swedish-speaking Senior Account Manager to Malaga, Spain

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Company: Nordic Jobs Worldwide

Location: Spain

Category: arts-design-entertainment-sports-and-media

### Job Description

**Are you enthusiastic about creating memorable experiences? Then come join our client and work with energetic people who strive to enjoy every day. We are looking for Swedish speaking – Senior Account Managers to join their exciting projects, with leading brands from tech, finance, travel, fashion, healthcare, and many more industries.**

### What they offer you

You will be trained and constantly guided by your managers and your team. You will learn new processes, develop your language and communication skills, as well as work in a digital environment, with some of the most innovative technologies on the market.

What you will learn with our client will make you a valuable member of their team or any other team.

### Your benefits at our client:

- Full-time contract, 39 hours/week: Monday - Friday from 09:00 to 18:00
- Competitive salary and performance bonus
- Restaurant card and medical insurance
- Great office location in Benalmadena -Friends hunting (referral) bonus
- Full paid training about the company and the project you will be working on
- Career development program and specialized courses -Opportunities for a career abroad through the our client International Mobility Program

### What you'll experience at our client

As a Senior Account Manager in their team, you will:

- Secure new customer wins for Cloud: Maximize up-sell and cross-sell opportunities collaborating with Sales Agent, Solution Specialists, client sales teams, and the channel partners.
- Constantly research and educate self with the newest developments in cloud capabilities and pricing for both the client and competitor
- Drive alignment and teamwork within a team, department, or across organizational boundaries. Combine resources and join efforts to achieve company-wide goals.
- Tenaciously pursue positive outcomes, using effective approaches to solve problems. Deliver on commitments and seek increasingly challenging work. Take responsibility and hold others (such as Partner, TCM, Solution Specialist, Sales Agent) accountable for actions, decisions, and goals.
- Effectively scope problems. Build and apply a job-relevant knowledge base. Make decisions with conviction.
- Engage with partners assigned to Opportunities to drive partner action to recommend the right solutions and close the deal. Provide support to partners as needed.
- Actively monitor pipeline, collect feedback, and update involved parties on closure, support close plan execution. Collaborate with local TCM on pipeline and partner introductions.
- Surface customer wins for partner sell with evidence; surface partner capacity and capability needs and key Opportunities to Partner Management team to drive development and recruitment of new partners.
- Control main performance indicators and run rates of the pipeline: hand-off rate, close rate, velocity, customer and agreement retention, revenue recapture, consumption, etc.
- Establish a foundation for how technology and services can meet customer/partner needs. Use a deep understanding of a customer/partner to effectively align the value proposition of the products, technology, and services to the customer's/partner's strategies and needs. Create value through the sales cycle.

**You'll be a great match if you:**

- Are native or proficient in Swedish + Fluent in English.
- Possess 3-6+ years of technology-related sales or business development experience; Experience working within a technical sales environment preferred. Experience working with partner ecosystems is preferred.
- Demonstrate knowledge of identity, authentication, security, privacy, and compliance and how they factor into cloud and hybrid solutions preferred. Fundamentals certification

required. -Understand cloud deployment and adoption planning.

-Have experience with cloud-based productivity, collaboration and communications solution designs, migrations, and management of technology.

-Possess a proven track record of outstanding performance and achieving goals.

-Take initiative to independently grow technical knowledge.

-Are success-driven, work well in a diverse team, and enjoy a dynamic and changing environment.

-Share their values of commitment, unity, integrity, recognition, and WOW.

### **About Nordic Jobs Worldwide**

Nordic Jobs Worldwide is a professional Nordic recruitment company focused on connecting candidates from Sweden, Finland, Norway, and Denmark with businesses from all over the world.

Nordic Jobs Worldwide is the largest language recruitment agency in the Nordic region, with offices in Oslo, Tallinn, Malaga, Malta, and Lisbon. We match the most exciting jobs with Nordic talent worldwide. We have helped over 3000 people find their dream job with our 300+ partners in over 30 countries.

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Generated on: 2024-05-02 by Expertini.Com