

PBS CURACAO IS GROWING

WE ARE LOOKING FOR A:

SALES ACCOUNT MANAGER

RESPONSIBILITIES

- Identify the most appropriate product/service combination for a given situation and to be able to articulate the key features and benefits of the solution identified.
- Be able to sell products, solutions, and services effectively as the need arises.
- P&R (Planning & Review)
- Identify and present to the Sales Manager, proposals for new business activities/ventures that are open to PBSCUR given its strategic plan and resource base.
- Deploy the overall sales strategy to ensure sales revenue, profit, and market penetration.
- Create and sustain an effective and efficient sales organization structure (across all channels) that delivers expected revenue in a predictable fashion.
- Prepare and submit monthly forecast for all revenue lines.
- Expand channels coverage to guarantee that PBS Solutions are offered and delivered to all potential customers.

REQUIREMENTS

- Bachelor's degree in Business and Administration, IT or ICT.
- Minimum 2 years of relevant experience in sales, IT or ICT.
- Additional knowledge of printing -may be advantageous.
- Able to network, engage and persuade.
- Self motivated, charismatic and professional.
- Strong selling skills.
- Strong analytical skills.
- Knowledge of Microsoft Office.
- Excellent verbal and written communication skills.

Applicants can submit their resume and letter to giomy.klepper@pbs.group