Account Manager

Location: Chișinău, Moldova

Working hours: 40 hours per week

We are looking for an experienced Sales/Account Manager to join our growing team in Chisinau, Moldova. This is a great opportunity for Sales Professionals who are eager to contribute to our success.

You'll be provided with the opportunity to build and develop your international client base from various incredible, existing lead generation channels.

Ideally, you will have sales or account management experience in Fintech, and you understand how payments are processed, however, training and development are be provided throughout your time with us.

You will be an integral part of the sales team, responsible for closing new business on an individual level and collaboratively within the group.

You will be:

- A confident, self-starting sales and business development individual
- Corporate and professional, both in written and verbal communication
- Solution orientated, incorporating creative and innovative ideas
- Proven and successful sales track record of 5 years+
- Have the confidence and ability to build relationships and negotiate effectively at all levels
- Highly motivated and target obsessed, with the ambition to continue to develop a professional sales career.
- Collaborative with other team members and happy to share the team's success as much as your own
- Disciplined and well organised with excellent Time Management skills

Package and Incentives:

- Competitive salary and possibility for OTE
- Clear career path
- High-spec workstation
- Sport membership reimbursement
- Team building events.
- Training sessions
- Sponsorship of professional training and certification
- Flexible working hours
- Pleasant work environment

How to Apply

Please submit your application on https://www.keyivr.com/careers/ or email it directly to careers@keyivr.co.uk No agencies, please.

Background:

Key IVR provides secure cloud payment solutions to organisations and contact centres worldwide, protecting hundreds of businesses and their customers.

Businesses can increase their revenue and conversion rate by taking PCI-DSS compliant card payments over the phone, with an automated IVR, on the web, via SMS or on a mobile app.

We work with finance directors, heads of operations, managing directors, security and compliance officers, IT managers and accounts teams to discuss their business challenges and how cloud payment services can bring tangible results to their organisation.

Job Posted: December 2021