



## **Sales Account Manager**

As our client base is rapidly growing, Novus is seeking a motivated and skillful Sales Account Managers (2 Positions) who will be responsible for developing strong relationships with our clients and connecting with new clients. A sales account manager oversees sales activities and develops relationships with customers. Sales account managers are responsible for managing accounts, ensuring clients are satisfied, and generating new sales opportunities.

### **Duties and responsibilities:**

- Acting as a point of contact for costumers
- Developing successful relationships with clients
- Prepare reports on account status
- Understanding client needs and visions
- Assist with challenging client requests or issue escalations as needed
- Outstanding problem solving & commercial skills with an analytical mindset, as well as possessing the ability to negotiate
- Setting and tracking sales targets.
- Generating new business using customer network.
- Proactive & highly motivated with a consistent record of achieving targets/objectives.
- Manage multiple projects and working in a multi-cultural environment

### **Key skills and Qualifications:**

- Proven work experience as a Sales Account Manager or relevant role on sales.
- Demonstrable ability to communicate, present and influence key stakeholders at all levels of customers.
- Experience delivering client-focused solutions to customer needs.
- Excellent listening, negotiation and presentation abilities.
- Strong verbal and written communication skills in English.
- Resilience, above-average commitment and flexibility.
- Ability to work independently and in a structured manner.

### **Novus**

Rr. Tirana 31, kati 6, Prishtinë, 10000, Kosovë.

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- Analytical approach, problem solving, negotiation skills, management skills
- Bachelor's degree in Business Administration, Sales or relevant field

The deadline for receiving applications is 14 August 2022. Please submit a CV outlining your experience and qualifications to [info@novus.consulting](mailto:info@novus.consulting), by clearly stating the position you are applying for.

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