

AVIATION COMMUNICATIONS JAMAICA LTD.



We are Hiring!

ACCOUNT MANAGER - SALES

We offer a competitive salary, comprehensive benefits package, and opportunities for professional growth and development. If you are a driven and dynamic salesperson with a passion for technology, we want to hear from you



Responsibilities

- Prospecting and generating new business leads
- Developing and maintaining strong relationships with clients Demonstrating our products and services to potential/existing clients Ability to Negotiate and Close deals Meet monthly sales targets Pipeline Management Key Performance Indicators targets to achieve (#Monthly Engagements, Etc.) Collaborating with our technical team to ensure solution presented meets the customers' satisfaction Understand the full portfolio of products and services provided Able to demonstrate the use of consultative selling to include: (a) The ability to understand the customer's needs/environment (b) To be able to position our solutions to add value for our customers (c) Build rapport with client Team player to work closely with in house Sales Support team, Project managers and Technical /Implementation Team.

For More Information

WWW.AVCOMJA.COM

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Responsibilities

- Oversee proof of concept trials and technology demonstrations for our customers.
- Manage customer expectations and contribute to a high level of customer satisfaction through effective client engagement

Requirements

- Minimum Bachelor's degree
- Minimum 2-5 years in sales position
- Proven track record of success in achieving sales target and growing customer portfolio
- Strong communication and interpersonal skills
- Self-motivated and able to work independently
- Excellent organizational skills and attention to detail
- Knowledge of industry trends and technologies
Strong understanding of IT products and services.
- Strategic thinker with strong analytical skills.
- Ability to build and maintain client relationships.
- Results-driven with a track record of achieving sales targets.

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Requirements

- Ability to work in a high paced environment and to meet deadlines.
- Strong negotiation and presentation skills.
- Ability to travel as needed

Send Your CV To:

INFO@AVCOMJA.COM

For More Information

WWW.AVCOMJA.COM