



## Account Manager – Sales

### Company Profile

365force Inc. offers cloud strategy consulting, integration, migration, CRM, security, digital and managed services. Partnering with market leaders in technology, 365force combines local and vertical industry expertise in providing holistic solutions to drive business growth. Headquartered in New York, United States, 365force has offices in London, United Kingdom, India, Singapore and Hong Kong.

365force provides an opportunity for self-motivated individuals to develop as entrepreneurs, providing them with the resources, support and training necessary to set them up for success. We provide an environment where personal growth is fostered at one's own pace, in harmony with each individual's work-life priorities.

### Job Description

We are looking to add driven, high energy persons with a positive can-do attitude as long-term members of our sales team.

#### Key Responsibilities:

- Qualify opportunities and develop a strong pipeline
- Effectively communicate our value proposition to prospects
- Manage and execute sales cycle via web, conference calling and face to face meetings
- Forecast and manage sales activity utilizing Microsoft Dynamics 365
- Work with and manage to a monthly, quarterly and yearly quota
- Liaise with implementation team to on-board new clients and manage seamless transition
- Manage client relationships
- Improve client satisfaction through responsiveness and accurate anticipation of client needs
- Provide customer and prospect feedback to marketing teams
- Coach, mentor and train new hires in the sales team

#### Professional Certifications / Skills / Abilities:

- A university degree
- Experience in selling cloud services
- An established network of client relationships
- Comfortable with educating leads through the sales process – this always helps build trust and is largely how we close business
- Proven success in developing new business and managing complex sales cycles in competitive environments – from generating leads to closing deals
- Effective sales techniques demonstrated by a successful track record of exceeding targets
- Strong skills in MS Office Suite; CRM familiarity preferable, ideally Microsoft Dynamics 365



Personal Qualities:

- Excellent, all round communication skills - written, verbal, presentational
- Confident negotiator who closes deals by listening, understanding and responding to client requirements
- Client focused - warm, persuasive and persistent high-achiever
- Skilled at prioritizing competing demands and tasks
- Proactive approach to problem solving and decision making
- Collaborative and constructive approach to working with others, internally and externally
- Highly motivated and result oriented
- Strong personal and work ethics
- Cognizant of, and invested in, holistic mind / body wellness

Compensation will be discussed upon interest.

**Join the virtual global team that gives you the flexibility to live and work anywhere in the world while delivering leading edge technology to clients worldwide.**