Key Account Manager

We are looking for a Key Account Manager in Athens to be part of our Marketing & Sales team (Greece) providing support to the sales activities and strategies according to the following:

Responsibilities:

* Collaborate in the generation of leads and prospective customers
* Meet with customers and guide them through the sales process
* Provide training and demos to hot leads and new customers
* Provide timely and effective customer solutions in accordance with Support, Sales, and Marketing teams
* Assist in maintaining up-to-date internal databases and document customer interactions
* Be part of a customer-centric dedicated team providing high-quality support
* Flag issues and report them to Support Department
* Meet and exceed predefined sales targets and standards of performance
* Production of strategic partnership offers and contracts in collaboration with Management Team

Requirements:

* University degree in BA or related studies
* At least 1-3 years of sales experience in software products
* Interest in software and mobile apps
* Knowledge of sales techniques
* Basic knowledge of social media and Microsoft Office programs (Excel, Word, PowerPoint)
* Fluent level of English and native level of Greek are required
* Able to work under tight deadlines
* Professional approach to work
* Dynamic with excellent interpersonal skills
* Team player
* Challenged by commercial targets
* A valid driving licence and use of car for work purposes is essential

What we offer

* Permanent contract and based in Athens
* Technology equipment and company phone number
* Professional development and advancement opportunities
* Working with other talented people in a friendly, creative environment

To apply for this position, please follow this link and submit your CV & your Cover Letter <https://podio.com/webforms/16835895/1131964>

About Book’n’Bloom:

* Book’n’Bloom is a smart business tool for micro-small businesses allowing them to operate Social & Mobile. Our app is totally integrated into the shop-owner’s Facebook Page allowing their clients to book online 24/7 and be rewarded for it. Also, we developed a mobile app that provides shop owners with all the tools they need to manage their business on-the-go: schedule appointments on the go, get instant notifications and view their schedule with just a few taps.
* Book’n’Bloom is about helping millions of small and great local businesses transit from pen & paper to how business is done in 2016.
* All in all, 30+ people are already working at our company offices in Greece, Spain, and Colombia. Join us and let us help millions of small local business owners grow and stay competitive.