

Account Manager

[Apply Now](#)

Company: Thakral One

Location: Vietnam

Category: other-general

Role

Account Manager (Hardware/Software for IT infrastructure)

Essential Duties and Responsibilities

Develop and search for new and strategic client opportunities as per the company objectives .

Dynamic and able to focus on small, medium and large client opportunities to maximize return;

Achieve monthly sales target.

Manage new and existing client accounts at varying levels and industry sectors.

Learning, understanding and embracing 's Main IT solutions and technology strengths.

Provide a high level of client satisfaction.

Business Development: Up to date and aware of the country's IT/ICT trends and solutions to maximize market penetration. Manage and develop good relationship with distributors/suppliers, technology vendors (especially focus technology partners) and strategic partners. Generate sales leads for the business through relationships, Sales activities and events.

Qualifications

Graduated with Bachelor degree in Computer Science, Business Administration or a related

discipline;

At least 2 year experience as B2B (end-users)/Corporate Sales; experienced with hardware or software or IT Services

Other known industry qualifications and certifications would be an advantage;

Marketing experience would be an advantage

Able to demonstrate a track record in sales target achievement;

Solid customer contact and network base in HCMC/Vietnam;

Able to communicate and write effectively in English and Vietnamese between management, clients and partners.

Number of Vacancies

1

[Apply Now](#)

Cross References and Citations:

1. [Account Manager Nightshiftjobs Jobs Vietnam Nightshiftjobs](#) ↗
2. [Account Manager Dominicanrepublicjobs Jobs Vietnam Dominicanrepublicjobs](#) ↗
3. [Account Manager Laboratoryjobs Jobs Vietnam Laboratoryjobs](#) ↗
4. [Account Manager Dermatologistjobs Jobs Vietnam Dermatologistjobs](#) ↗
5. [Account Manager Openairmedia Jobs Vietnam Openairmedia](#) ↗
6. [Account Manager Montrealjobs Jobs Vietnam Montrealjobs](#) ↗
7. [Account Manager Searchaustralianjobs Jobs Vietnam Searchaustralianjobs](#) ↗
8. [Account Manager Costaricajobs Jobs Vietnam Costaricajobs](#) ↗
9. [Account Manager Mexicojobs Jobs Vietnam Mexicojobs](#) ↗
10. [Account Manager Canadajobs career Jobs Vietnam Canadajobs career](#) ↗
11. [Account Manager Search europeanjobs Jobs Vietnam Search europeanjobs](#) ↗
12. [Account Manager Phpjobs Jobs Vietnam Phpjobs](#) ↗

13. **Account Manager**[Thejobsnearme Jobs Vietnam Thejobsnearme ↗](#)
14. **Account Manager**[Studyjobs Jobs Vietnam Studyjobs ↗](#)
15. **Account Manager**[Pediatricjobsnearme Jobs Vietnam Pediatricjobsnearme ↗](#)
16. **Account Manager**[Usajobscareer Jobs Vietnam Usajobscareer ↗](#)
17. **Account Manager**[Datascientistjobs Jobs Vietnam Datascientistjobs ↗](#)
18. **Account Manager**[Hollywoodjobs Jobs Vietnam Hollywoodjobs ↗](#)
19. **Account manager** [Jobs Vietnam ↗](#)
20. **AMP Version of Account manager** [↗](#)
21. **Account manager Vietnam Jobs** [↗](#)
22. **Account manager Jobs Vietnam** [↗](#)
23. **Account manager Job Search** [↗](#)
24. **Account manager Search** [↗](#)
25. **Account manager Find Jobs** [↗](#)

Source: <https://vn.expertini.com/jobs/job/account-manager-vietnam-thakral-one-c163274a3c/>

Generated on: 2024-05-02 by [Expertini.Com](#)