



Sales Account Manager

Canada: Toronto, Ontario

USA: 20 majors cities

Tip&Go is looking for account managers with significant experience and an important network in the hotel industry

Description

The Sales Account Manager is responsible for developing long-term relationships with customers and overseeing sales.

As a Sales account manager, you should work to satisfy customers' needs and requests, respond to their queries in a timely manner and aspire to deliver a positive customer experience. You should have excellent communication and negotiation skills and be service oriented.

- Managing a portfolio of accounts to achieve long-term success
- Developing positive relationships and handling customers' needs
- Generating new sales using existing and potential customer networks

Primary Responsibilities * Build and maintain relationships with customers, influence long-term strategic direction, and act as a trusted advisor.

- Drive business development, forecast sales accurately and achieve strategic goals by leading customers through the entire business cycle.
- Simultaneously manage multiple opportunities through the entire cycle and act as the primary customer contact for all adoption-related activities.

Day-to-day activities * Prospecting targeted accounts

- Working sales cycles
- Meet with customers and prospects as needed remotely or onsite
- Maintain accurate sales data in Salesforce

Expectations * Achieve revenue targets w/in designated sales territory

- Develop fluency with our solution
- Develop effective working relationship
- Operate with high energy and flexibility in a fast-paced environment.

Send your application at: Info@tip-go.com

www.tip-go.com

