

Account Manager (Middle level)

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Company: Talentvis

Location: Indonesia

Category: other-general

S-1 Graduated in Computer Science, Business, or related technical degree

Have at least min. 5 years experience as an Account Manager to the network infrastructure commercial market

Experience in selling info comm solution, especially to telco, banking or financial services, and government

Role Descriptions

The ideal candidate needs to be able to appropriately identify the needs of both new and current customers in order to aid customers in their success in using the company's product. This will be done by developing an appropriate level of communication with clients and internal team members to better understand and mitigate any issues the customers may face.

Responsibilities

Develop info comm network infrastructure businesses in the network infrastructure market

Aggressively find new business opportunities both in new customers and existing ones, especially for telecommunications, financial services or banking, and government sectors

Responsible in securing order from network infrastructure market

Develop and maintain strong relationship with existing and new customers

Interact and working closely with technical support teams to provide excellent services to the customers

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