

Key Account Assistant

Duration: 1-Year	Contract Type: Temporary	
Start Date: 30/05/2022	End Date: 20/6/2022	Download Job Description

Job Description:

- Gaining a clear understanding of customers' businesses and requirements.
- Gathering market and customer information.
- Cold calling to arrange meetings with potential customers to prospect for new business.
- Listening to customer requirements and presenting appropriately to make a sale.
- Maintaining and developing relationships with existing customers in person and via telephone calls and emails.
- Acting as a contact between a company and its existing and potential markets.
- Negotiating the terms of an agreement and closing sales.
- Negotiating on price, costs, delivery and specifications with buyers and managers.
- Making accurate, rapid cost calculations and providing customers with quotations.
- Representing their company at trade exhibitions, events and demonstrations.
- Challenging any objections with a view to getting the customer to buy.
- Advising on forthcoming product developments and discussing special promotions.
- Recording sales and order information and sending copies to the Sales Officer, or entering figures into our Salesforce CRM Platform.
- Creating detailed proposal documents, often as part of a formal bidding process which is largely dictated by the prospective customer.
- Attending team meetings and sharing best practice with colleagues.

Qualifications

This area of work is open to all graduates, the following subjects may improve your chances:

- Business and Management.
- International Commerce.
- Information System with relevant skills.

Skills

- Strong commercial awareness.
- The ability and desire to sell.
- Excellent communication skills.
- A positive, confident and determined approach.
- Resilience and the ability to cope with rejection.
- A high degree of self-motivation and ambition.
- The skills to work both independently and as part of a team.
- The capability to flourish in a competitive environment.
- Good Arabic and Kurdish with average English is required.

Work experience

Relevant work experience will be valuable.

How to apply?

Simply send your updated CV/resume to info@standingtech.com

Please mention the job title in the subject line to facilitate the screening process.