

JOB DESCRIPTION

Job Title	Account Manager	Country
Department		Office
Division		Career Level
Reports To		Salary & Incentive

Purpose of the Job

Selling Cisco Products and Solutions to existing and new accounts in **Channel, Commercial, Enterprise, Public, Mobile or Wireline** sectors. Managing and developing accounts, to maximize turnover and profit. Hitting personal targets and contributing to overall profitability, success and positive image of Cisco in the marketplace.

Key responsibilities [list the accountabilities and responsibilities]

- Implement the sales strategy to ensure that sales targets are met or exceeded in marketplace.
- Develop and maintain relationships with new and existing clients to expand sales.
- Identify new accounts to sell products and services to, to fulfill turn over objectives
- Maintain a high-profile Cisco presence in the market place through the creation of win-win situations with customers that turn a sales relationship into a long-term commercial partnership.
- Control costs to ensure that expenditure is being managed in line with budgets.
- Develop and deliver accurate sales forecasts in line with business objectives.

Qualifications

- Education to degree level, preferable
- Formal training in sales techniques

Skills

- 3-5 years demonstrable track record of success in sales.
- Demonstrable experience selling complex technical solutions to executive management.
- Ability to network within a customer organization to identify all key influencers and decision makers.
- Commercial Focus
- Negotiation Skills
- Problem Solving
- Strategic Thinker
- Analysis Skills
- Decision Making
- Fluent English and local language of target region, other European languages an advantage

Competencies

- **Interpersonal and communication skills**, able to build rapport and communicate effectively at all levels, and across disciplines using different communication techniques
- **Cultural awareness**, aware of different cultural styles and how to work with them
- **Change orientated**, able to accept work with and manage an ever changing work environment
- **Influencing**, able to construct logical, credible and winning arguments that will persuade decision makers.
- **Self starter**, able to take instruction and manage self for motivation and delivery.
- **Team worker**, works effectively within the team delivering own targets and supporting others
- **Achiever**, Sets high personal standards and is goal oriented.
- **Stress resistant**, able to work under and cope with pressure without unduly compromising delivery.
- **Professional**, ensures that behavior at work meets standards expected within a blue-chip organisation.
- **Proactive**, anticipates change, future needs or risk in the business or areas of responsibility and proposes appropriate activities to meet these challenges.
- **Customer Focus**, ensures that is aware of customer needs and expectations, constantly striving to deliver same.