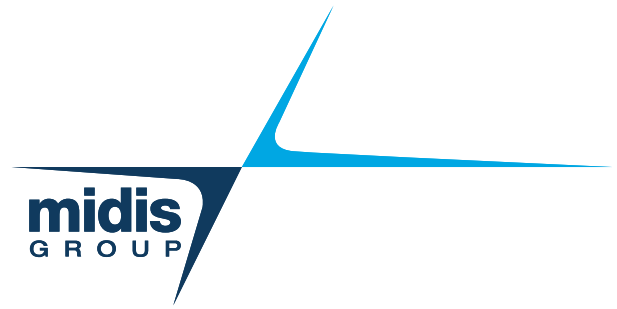


# Account Manager



Phone :

Web :

## Job Summary

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Vacancy :

Deadline : Jan 01, 1970

Published : Nov 19, 2025

Employment Status : Full Time

Experience : 3 - <5 Years

Salary :

Gender : Any

Career Level : Any

Qualification : Bachelor's degree

## Job Description

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### Job Title

## Account Manager

### Job Scope

The Account Manager is accountable for the promotion of the company products/services, through a well-defined strategy and sound partnerships with existing/potential partners. S/He works towards optimizing sales volumes and champions marketing programs.

### Main Duties and Responsibilities

- Define and implement the strategy and roadmap of the assigned products/services line in alignment with the management team
- Lead the partners' relations in alignment with the company's management and strategy
- Develop and maintain relationships with new and existing channels/clients to expand sales in the assigned territory
- Build and maintain a solid channel/customer database, analyze data and develop metrics evaluating loyalty and new opportunities
- Specify market requirements for current and future products/services by conducting market research supported by on-going visits to existing and potential customers
- Execute and supervise the entire sales cycle from quotation to collection
- Track credit and/or payment performance, review outstanding settlements and manage resolutions accordingly
- Generate sales for the entire product/service line in terms of long-term revenue and profitability
- Develop and deliver accurate sales forecasts and market development reports in line with business objectives
- Oversee the implementation of targeted programs and marketing activities, monitor progress and raise recommendations as and when necessary
- Promote the company and its services within the Region.

### Position Requirements

#### Education

Bachelor's degree in Business Administration, Sales or any other related field.

#### Experience

- Must have 4 years of experience in driving business growth for enterprise IT security software solutions.
- Solid sales history in mid to large accounts is essential
- Experience in solutions-oriented software sales
- Understanding of Unified Endpoint Management, zero-trust Security and Enterprise Service Management solutions is preferred.
- Understanding of channel sales (increased sales revenue, maintaining product ASP and successful marketing campaigns)
- Ability to penetrate accounts at senior/executive level

**VISIT HERE TOO APPLY:** <https://shorturl.at/9NGKJ>

### Education & Experience

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### Must Have

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**Educational Requirements**

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Bachelor's degree

**Compensation & Other Benefits**

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