

INTERNAL ACCOUNT MANAGER X2– Mauritius

THE OPPORTUNITY	
Key Skills	<ul style="list-style-type: none"> • Understand your product completely • Responsible for all quotes for the Territory, ensuring the products and solutions are correctly specified, the prices quoted are accurate, and the quote has a rapid turnaround time from request to release • Manage and close all renewal opportunities within the Territory, submit a quote via partners • Understand the partner program for your products • Review managed account list and pipeline and keep an up to date partner contact list • Assist with any channel and vendor queries • Responsible for all VTiger data (CRM) for your allocated products, - assets, opportunities, accounts • Assist with product pipelines, Vendor and Management feedback • Process orders and deal with all associated paperwork • Logistics as part of post product and service delivery • Assist with product RMA process and license delivery • Work closely with Channel Manager in planning and organizing daily work schedule to call on existing or potential sales.
Experience	<p style="text-align: center;"><u>“Essential”</u></p> <ul style="list-style-type: none"> • Min 2 - 3 years IT industry experience <p style="text-align: center;"><u>“Advantageous”</u></p> <ul style="list-style-type: none"> • Experience in Distribution and Reseller Channel within the IT or ICT industry • Min 3 – 4 years’ internal sales within the cyber security space
Education	<ul style="list-style-type: none"> • High School Qualification • Diploma relevant to your work experience (would be an advantage) • MS Office