

Department: Sales

**Sales Account Manager**

Status: Permanent, Full Time

Schedule: Monday to Friday, 40 hours per week, Flexible

Flexible to work outside of regular business hours, evenings and weekends including international travel

## Main Responsibilities

- Prospect, develop and optimize sales
- Learn the products and provide superior customer service
- Project a professional and credible image
- Identify, develop and apply effective sales strategies
- Document and produce various supportive reports
- Represent the company during promotional activities and at various events such as tradeshow
- Negotiate and conclude sales contracts in accordance with company policy
- Monitor the industry's trends ongoing
- Collaborate on various projects and perform any other related tasks to support the sales team

## Profile

- College or University degree in Business Administration OR a combination of education and relevant experience will be considered
- Bilingual with proficiency in English
- **Relevant Sales and/or Customer Service experience including prospecting, cold calling, lead conversion and/or sales support**
- Good PC skills, including MS Office (Excel), various systems (ERP, Web search), and working remotely thru technology
- Self-starter, team player, dynamic, disciplined, ambitious, ability to be convincing on the phone
- **Physical requirements:** ability to walk up/down stairs, pull, lift objects weighing up to 10kg, to stand, sit or drive for extended periods without breaks
- A valid class 5 driving permit with a good record and a valid passport
- Ability to travel worldwide, 20% travel time

Please submit your CV and preferred working conditions to [CV@tootsi.com](mailto:CV@tootsi.com).

Only selected candidates will be contacted.

Thank you for your interest!