

Key Account Manager

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Company: Jelocorp

Location: Algiers

Category: other-general

Responsibilities:

Build the business relationships with Sonelgaz&Sonatrach, follow up the potential projects, and find appropriate ways to approach.

Get the approval of the major equipment in Sonelgaz&Sonatrach

Create and fulfill the sales plan and achieve sales target set by the management.

Be capable to handle project and industrial key accounts. Identify market opportunities and new customers to win new business.

Follow-up potential customers allocated by the management and be capable to achieve deals with them.

Lead customer relationship management work; keep good and long term relationship with key customers.

Prepare weekly/monthly/quarterly sales order and sales forecast report. Be responsible for order, hit rate and other target, submit sales data to management and HQ monthly.

Cooperate with marketing manager for marketing event and exhibition activities.

Cooperate with product manager for solution and prepare necessary information and requirement.

Collect and submit the information required by the management including but not limited to the market trend, the competitors' analysis and other relevant information to help the company to make proper strategies.

Requirements:

Majoring in Power Electric System and renewable energy and bachelor degree.

3+ years experience as sales manager in electric field

Familiar with local electrical industry

Familiar with ABB, Siemens, Schneider equipment from LV, MV to HV

Familiar with local key sectors

Good presentation skills in front of large audience

Ability for structured and analytical approach to analyze status, propose measures, implement and follow-up

Well communication capability, fluent and oral and written capability in English

Hard working spirit, active working attitude, can bear sales target pressure and fulfil the target

Local Algeria team management experience.

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