

# SELLBYTEL



## LIVINGBRANDS PORTUGAL

Our Company LIVINGBRANDS PORTUGAL, located in GREATER LISBON, is looking for **Native Finnish Inside Partner Account Managers (IPAM)** working on behalf of our client CISCO Systems.

LIVINGBRANDS belongs to the SELLBYTEL Group ([www.sellbytel.com](http://www.sellbytel.com)). We are an outsourcing company specialized in qualitative inside sales and working only with the leading companies in the world.

Sellbytel Group is placed in 28 locations and has now 4,500 employees worldwide. We have a project with Cisco in Portugal. Our relationship with Cisco exists for 9 years now and spans around the globe. In 2009, a Supercenter was created with account managers coming from many European countries. You can search on the internet, where you will find some articles about this project (please check <http://www.semanainformatica.xl.pt/951/neg/200.shtml>).

### **Brief description of the position:**

The **IPAM** is responsible for working closely with the in-country resellers of the client. This role is ideal for candidates who enjoy a sales position with an emphasis on building strong B2B relationships.

- Work is primarily done over the phone and by e-mail
- Build and maintain a relationship with a set of the client's resellers, in order to increase the revenue the resellers generate for the client
- Assist resellers to manage end-user opportunities from identification to closure
- Work towards becoming a trusted advisor for the reseller on such topics as the clients' product portfolio, programs, sales promotions, Go-to-Market strategy, vertical market segments, technical skills, sales skills and industry knowledge
- Create a joint business plan with the resellers

### **Requirements:**

- 2 to 4 years of related experience
- Excellent people management and strong communication / telephone skills (verbal and written)
- Work towards goal achievement
- Work well under pressure, professional demeanor
- Native in Finnish and fluent level in English
- Must have proficiency with various software application programs including Microsoft Office and, if possible, a CRM tool such as Siebel, SAP, etc.
- Knowledge of web is a requirement; basic knowledge of networking is beneficial
- University degree or equivalent education, ideally in Business Administration or IT

If you are **Native Finnish and fluent in English** and want to be part of a GREAT Project, please send us your CV as soon as possible to: [natacha.ferreira@sellbytel.com](mailto:natacha.ferreira@sellbytel.com) with cc to: [luisa.martins@iefp.pt](mailto:luisa.martins@iefp.pt)

**Gross Yearly Salary Range:** starting from 23.000 up to 27.000 Euros

**Working Place:** Greater Lisbon (Oeiras – Lagoas Park)

**Starting Date:** as soon as possible