

SELLBYTEL

LIVINGBRANDS PORTUGAL



URGENT

Our Company LIVINGBRANDS PORTUGAL, located in GREATER LISBON, is looking for **1 Luxembourgish** and **3 Belgium Inside Sales Account Managers (ISAM)** to work on behalf of our client CISCO Systems.

LIVINGBRANDS belongs to the SELLBYTEL Group (<http://www.sellbytel.com/>). We are an outsourcing company specialized in sales and account management. Our customers are mainly multinationals and industry leaders in their segment.

Sellbytel Group operates in 28 locations, and has now 4,500 employees worldwide. Our relationship with Cisco exists for 9 years now and spans around the globe. In Lisbon, we have opened in November 2009 a Supercenter with account managers coming from many European countries. See also some press coverage attached. (<http://www.semanainformatica.xl.pt/951/neg/200.shtml>).

The Inside Sales Account Manager we are looking for is part of the Country Sales team, responsible for a set of 100 – 150 accounts. The aim is to create a relationship with decision makers inside the account and developing this relationship so that you will be seen as a trusted advisor. The objective is to find out about upcoming IT and communications investments, drive this investment from early phases to conversion in sales and influence the customer to buy Cisco solutions.

The ISAM **responsibilities** can be divided in 2 main parts:

Customer Management:

- Close business with your accounts, focusing on achieving quota objectives
- Prospect, develop, manage new sales opportunities
- Manage and empower close commercial relationship opportunities with new clients/customers
- Maintain close relationships with IT resellers
- Actively manage and develop a database to manage your accounts and their investment projects
- Actively deal with internet based Customer Relationship Management System to coordinate and empower Sales Activity

Team work:

- Ensure own technical knowledge and keep it updated to competently advise your accounts. Interact with Cisco System Engineers on big opportunities
- Share knowledge / experience with peers
- Develop successful team work with Cisco Territory Account Manager in the country
- Connect with Inside Channel Account Manager (ICAM) and your line manager to ensure proper communication flow

Job Requirements:

Education

- Commercial educational background
- Sales experience with end user and/or channels (office based or field sales)
- Affinity to IT
- Native level in Luxembourgish or Flemish
- Fluency in English and/or German (for Luxembourg) and/or French (for Belgium) is required; additional languages as a plus

Knowledge / Skills

- Experience PC user
- Knowledge of the PC and Networking industry preferred
- High affinity towards Internet
- Excellent phone skills
- Excellent communication & listening skills
- Power of persuasion and strong in argumentation
- Team player
- Flexible
- Adaptable to change
- Self-driven
- Fit into Cisco performance culture

If you are **native / fluent in one or more of the above mentioned Languages** and want to be part of a GREAT Project, please send us your CV as soon as possible to: Natacha.ferreira@sellbytel.com with cc to luisa.martins@iefp.pt

Gross Yearly Salary Range: starting from 26.000,00 up to 32.000,00 Euros

Starting Date: as soon as possible

Working Location: Lisbon - Portugal