

# SELLBYTEL



## LIVINGBRANDS PORTUGAL

Our Company LIVINGBRANDS PORTUGAL, placed in GREATER LISBON, is looking for **Native Norwegians** for the position of **Senior Inside Sales Account Managers (ISAM)** for 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. A Supercenter was created with people from many different 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>).

The **Inside Sales Account Manager** is part of the Sales team, developing over the phone with a clear objective: detect, maintain and empower business with the customer (account management of about 100-150 clients).

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

### *Customer Management:*

- Close business with your clients, focusing on achieving objectives
- Prospect, develop, manage new sales opportunities
- Manage and empower close commercial relationship opportunities with new clients/customers/ Maintain close relationship with partners
- Actively manage and develop Database for prospect and customer relationship
- Actively deal with CRM to coordinate and empower Sales Activity

### *Teamwork:*

- Ensure own technical knowledge update and empowerment to provide full technical assessment to customers together with Systems engineers
- Share knowledge / experience with pairs
- Develop successful team work with Territory Account Manager
- Enquire to Inside Channel Account Manager about channel panorama
- Report to Line Manager and/or Sales Manager/ Collaborate in processes improvements

## REQUIREMENTS:

### **Education**

- Commercial educational background
- Sales Experience direct/indirect (internal or external)
- Experience in indirect distribution/sales
- Affinity to IT
- Native Norwegian and fluency in English is required

### **Knowledge / Skills**

- MS-Office Package / Managing Databases/ Web applications
- English fluent
- 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 / Empowerment
- Self-Driven / Fit into Cisco Culture/ Good in apprehension of technical stuff

If you are **Native Norwegian and fluent in English**, 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)

**Yearly Gross Salary Range:** between 35.000 and 45.000 Euros (depending on experience)

**Working Place:** Lisbon

**Starting Date:** as soon as possible