

NEUROSOFT S.A.

Relationship Manager, ICT Solutions & Services

(Ref: RM_ICT)

Neurosoft S.A., is a leading software, networking and information security provider in financial, telecommunication, transportation, gaming and government sectors, providing solutions and services aiming to increase operating efficiency and security. Listed in the Italian Stock Exchange since 2009, currently employees 200+ highly skilled professionals with in depth expertise in their field.

We have an open vacancy for a Relationship Manager for the ICT Solutions & Services role to join our Commercial team. The role is responsible for evangelizing high-end ICT solutions and services in the service provider (SP) and enterprise market segments, leading sales activities and consulting clients on best practices and strategic infrastructure planning.

Main Responsibilities

- Positions company's ICT solutions and services to SPs and Enterprise clientele
- Works with Business Development and Customer Experience teams in coordinating sales activities
- Effectively profiles target accounts and builds relationships with C-level executives and decision making managers at targeted clients
- Communicates with cross-functional groups, and builds strategic relationships with client teams
- Responds to requests for information/quotes/proposals
- Ensures client satisfaction and broadening of offerings
- Establishes a professional network of ICT decision makers, influencers, and industry pundits
- Keeps abreast of ICT trends capturing best practices and advices
- Provides market feedback and customer requirements to operations and services teams in order to enrich their offerings

Professional Experience & Qualifications

- BSc/MSc degree in Information Technology field or equivalent industry experience
- 5+ years' experience in ICT field in a consultant, advisor, presales or sales role for complex ICT solutions in demanding environments
- Strong skills in building new relationships with customers and in recommending and positioning technical solutions to meet customers' business challenges
- Good understanding of high-end IT infrastructure design and technology trends
- Results-driven attitude, with a successful track record of designing or selling ICT solutions to demanding customers
- Ability to communicate and negotiate effectively to business and technical teams at all levels within an organization
- Strong organizational and planning skills with the ability to multitask and take initiative
- Exhibition of critical thinking
- Aptitude for persuasion and negotiation

- Effective written and verbal communication skills both in Greek and English; competency in technical and business writing
- Ability to work both independently and as a member of a team

We Offer

A competitive compensation package, private health coverage, a stable and enjoyable working environment, excellent opportunities for professional development, working on leading-edge technology and industry trends.

For more open vacancies check @ www.neurosoft.gr