

# Australia Jobs Expertini®

## Account Manager - Australia

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Company: Odoo

Location: Australia

Category: other-general

169 Varsity Parade, Varsity Lakes, 4227 Gold Coast 405, Australia Looking for the perfect sales job? As an Account Manager, you will represent the long lasting commercial point of contact of all your customers. You ensure customers' satisfaction and make the company grow, by upselling and renewing contracts of our existing customers. You will be in touch with CIO's, CFO's and CEO's of small and large companies, and revolutionise the way their business works! The business scope of Odoo is so large that you'll never stop learning and, with a bit of creativity, you'll have a solution to most of your clients' pain points. With such a scope, you'll quickly master all aspects of entrepreneurship, to advise clients as an expert. It's not all about sales, it's also about providing value to your clients.

**Customer Relationship Personal Evolution**  
**Autonomy Administrative Work Technical Expertise**  
**Main Responsibilities** Managing a portfolio of existing clients, in Australia Analyze and understand in depth your customers' IT projects: you will be their Odoo sales expert! Identify potential/incentive future sales: increase your customers' use of the solution by offering them the right package in Odoo Demonstrate the product (new apps, features) and new versions to end-users Negotiate contract renewals : from monthly to multi-year subscriptions  
**Must Have** Bachelor Degree or Higher Passion for software products Strong organizational skills: you will have around 150 clients to manage! Solution - oriented 0 to 3 years of experience in IT/Sales Full working rights in Australia Nice to have Smart, ability to learn quickly Additional languages Ability to work in a dynamic, fast-paced and competitive environment. Working at Odoo is probably harder than working in another company. People quickly have real responsibilities, there are a lot of things to learn, and the environment continuously changes. We can work hard, but

we need to have fun too. Here are some of the perks we offer to all employees:- Unlimited afterwork parties - After-work sports- Team-building & events And many more! What We Offer Each employee has a chance to see the impact of his work. You can make a real contribution to the success of the company. Several activities are often organized all over the year, such as weekly sports sessions, team building events, monthly drink, and much more. A full-time position Attractive salary package. Trainings 12 days / year, including 6 of your choice. Sport Activity Play any sport with colleagues, the bill is covered.

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