

Jr. Sales and Account Manager

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Company: Integration Works

Location: Sydney

Category: other-general

We are looking for an Account Manager to join our fast-growing sales team!

The purpose of this role is to deliver the expected sales revenue for IntegrationWorks Australia within <GEO>. You will be selling the benefits of integration solutions and services instead of a product. You will be involved in the solution scoping and contract negotiations. Once signed up, you will be part of the client management team to ensure assistance is always available to our clients. If you relish in the art of the deal, then this is the role for you.

Who are we?

IntegrationWorks are the integration experts. We are specialists in the integration area making us different from all others. We pride ourselves not only in producing high-level professional services we provide to our clients, but in building our growing team in Australia. We are a family-oriented team and provide opportunities for you to progress your career to the next level.

We create simplicity out of complexity, integrating diverse systems and applications into unified, coherent infrastructures. Connecting the architectural dots to improve data and information flows. Flexible. Scalable. Future-proof. Solutions that keep our clients ahead of the digital transformation curve.

For more information visit

KEY TASKS AND RESPONSIBILITIES

§ Solution demonstrations

- § Completing responses (EOI, RFP, RFQ, and RFI)
- § Contribution to Statements of Works
- § Forge good relationships with prospects and clients
- § Work with the marketing team to generate a sales pipeline
- § Run client events as required
- § Estimate cost, and prepare business cases for IT solutions
- § Understand and support the initial integration architecture design and the development team in developing solutions

Requirements

- § Proven track record of high-performance sales experience
- § Have a prior contacts list of businesses that need help with integration
- § Understanding of the Australian industry for integration and the ability to provide insight to our customers
- § Excellent listening and negotiation skills
- § Aptitude to want to understand problems/pain points and ability to problem-solve
- § Resilience with the ability to be a “go-getter” when it comes to sales and able to cope with difficulty and negotiate obstacles
- § Genuine care about our customers interests

Benefits

- § Great remuneration package on offer
- § Open door and inclusive culture
- § Hybrid working arrangement
- § Unlimited growth opportunity

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