

JOB POSTING REQUEST FORM

JOB DETAILS	
Reference #	CC-841-2022
Company Name	K&C SAL Offshore
Industry	Telecom
Vacancy	Account Executive
Number of vacancies for that position	1
Job Type <i>(FT, PT, Contractual, Seasonal)</i>	FT
Major(s)	Business
Degree	Bachelor
Years of Experience	0-2 years
Location	Zouk, Keserwan.
Remuneration & Benefits	400
Currency (LBP, Dollar, Lollar)	Fresh USD
Tasks & Responsibilities	<p>To put our solutions into the hands of consumers worldwide, we need a professional who knows how to connect. The ideal person will have proven experience building on existing relationships, and ensuring customer satisfaction. The account executive will be a proactive and curious member of our sales team, identifying growth opportunities for clients before a need or gap has been stated.</p> <p>Objectives of this role</p> <ul style="list-style-type: none"> • Build and maintain lasting relationships with clients and partners by understanding their focus and anticipating their needs • Coordinate internal and external resources to expedite workflow • Stay current with company offerings and industry trends • Oversee and achieve organizational goals while upholding best practices <p>Responsibilities</p> <ul style="list-style-type: none"> • Solve problems for clients by understanding and exceeding their expectations

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- Illustrate the value of products and services to create growth opportunities; compile, forecast, and analyze data to identify trends
- Assist with the preparation of agreements and regulations and ensure that these are fully adhered to.
- Participate in brainstorming, staff meetings, and client meetings; research and assist with program development for existing clients and new prospects
- Follow up with clients and partners regularly to ensure needs are being met and to identify opportunities

Required skills and qualifications

- 0-2 years of experience
- Ability to manage multiple accounts while seeking new opportunities
- Ability to understand client needs and negotiate costs and services
- Willingness to travel as needed to meet with clients and prospects
- Bachelor's degree (or equivalent) in business or related discipline
- Strong written and verbal communication skills