

JOB POSTING REQUEST FORM

Job Details

Reference #	CP-421-2021
Company Name	ICC Group – CCI Kuwait
Industry	Cloud Solutions
Vacancy	Account Manager
Job Type (<i>FT, PT, Contractual, Seasonal</i>)	FT
Major(s)	Business Computer/MIS/IT Any other related field
Degree	Bachelor
Years of Experience	5 years in IT Sales in Kuwait Market
Location	Kuwait
Remuneration & Benefits	TBD
Tasks & Responsibilities	<p>Responsibilities:</p> <ul style="list-style-type: none"> • Promote to CCI offerings. Generate & develop new opportunities, acquire customers' lifetime value. • Collect & communicate customers' inquiries with presales & technical team to deliver best client focused solutions based on their requirements • Cross Sell & Up Sell at CCI Enterprise Customers • Prepare quotations & negotiate contract terms & closing deals • Identify customers' pain points and recommend best offerings, solution design within their budgets & technical requirements • Forecast and track key account matrix