

Account Manager EMEA (Italian speaking)

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Company: Chronos Consulting

Location: United Kingdom

Category: other-general

Job Description

Account Manager EMEA (Italian speaking) – Consumer Insight Big Data

Location: London

Our client is a pioneering innovator introducing unique technology solutions to FMCG consumer insight and data intelligence. This privately owned, pre-IPO company operates in a high-energy, team-focused culture with plenty of opportunities to grow with the company. As quota carrying Account Manager covering the EMEA market, you will be office-based (Paddington) with travel to see clients.

MUST-have Requirements

- 1) 3+ yrs of quota carrying sales and account management positions in Consumer Insight and Market Research agency roles handling FMCG manufacturing and FMCG retail clients
- 2) Hunter mentality
- 3) Commercial experience with data and insights-based sales or SaaS solution offerings
- 4) Experience working with varied stakeholders in a client-focused environment
- 5) Fluent in Italian & English language

Primary Job Responsibilities:

Proactively looking for new opportunities within existing contacts network, cold calling and attending events

Develop and manage relationships with different stakeholders within existing clients

A consultative approach in educating prospects on solutions offerings

Help prospects to create ROI analyses and Business Cases based on learnings and on the

prospect's data at hand

Work closely with other Account Managers to expand clients into new channels, categories, and regions

Prepare and submit value-based proposals to prospects and clients

Present demonstrations with or without support

Forecast sales activity and revenue achievement, as well as ensuring the clients are satisfied with services and product offerings.

Have frequent meetings with the Managing Director and Sales Director to exchange findings and work on client-specific and generic approaches

Attend internal educational seminars, workshops, and presentations from R&D, HR, Sales and Operations teams

Key Attributes

A "can do" attitude and willingness to go the extra mile when required

Target driven and strive for overachieving the sales quota

Proactive and flexible

Excellent consultative and communication skills with ability to work at the executive level of organizations

Energetic and wants to be part of an innovative fast-paced start-up environment

Ability to juggle and prioritize a high volume of workload and handle details accurately and in a timely manner under pressure.

Solid verbal and written communication, presentation and facilitation skills in English and Italian

Self-motivated and a team player

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