



Office Line SA, the leading IT system integrator and cloud services provider is currently seeking to hire an **IT Sales Account Manager (IT field orientation)**.

Position duties: Responsible for working alongside the IT sales team to ensure that the projects meet the customers' requirements. This person consistently provides excellent customer service to accounts, as well as represents client needs and goals within organization.

Qualifications:

- Working closely with the sales team on proposals and pitches for business (hardware and cloud solutions based on Microsoft Technologies)
- Working closely and collaboratively with customers to devise effective solutions and compliance for client deliverables to ensure expectations are met
- Dealing with all aspects of communication with customers to understand and capture requirements, ensuring quality standards on a proposal's requests
- Providing ongoing support for customers post implementation
- Acting as a Pre-Sales consultant to provide support
- Proven sales success on similar positions in IT organizations
- Experience of at least 5 years in managing/ assessing a wide range of clientele
- Ability to build strong relationships
- Maintaining and expanding relationships with existing customers
- Using an existing network of industry contacts to generate new business
- High level of initiative and work responsible in a team environment
- Excellent written and oral communication skills in Greek and English

Salary package: We offer a competitive salary and top-tier benefits package, including: company car, additional health insurance, continuing training and career prospects for employees that have excellent talent, energy and ambition to succeed.

For immediate consideration, apply today!

CVs: hr@officeline.gr, www.officeline.gr