

**Supernova Consulting**, a management and IT consulting company is the first **Gold SAP® Channel Partner** in Cyprus, is seeking to recruit professionals for the following position:

## **ACCOUNT MANAGER**

### **Purpose & Objectives:**

The primary purpose of the Account Manager (AM) position is to achieve their overall revenue goal. In order to achieve this goal, the AM must create a complete territory business plan that generates 4x their quota in pipeline opportunity. The AM is responsible to identify and qualify opportunities, develop and drive strategy. It is expected that the AM be adept at creating and nurturing business relationships on their own while positioning the management team to assist.

### **Qualifications:**

- Bachelor degree required
- MBA degree preferred
- Greek & English language required both written and spoken
- Experience in software sales preferred
- Experience working full cycle complex sales and presenting to multiple levels inside of clients preferred

### **Responsibilities:**

- Directly interact with customers and Net New prospects to position the value of Supernova's business user solutions and services.
- Assemble, prepare, and manage the Virtual Account Team (VAT) consisting of Solution Consultants, Project Managers, Strategic Partners and other relevant roles so that Supernova's business user solutions are well positioned in the account.
- Prospect new companies as potential customers of Supernova's solutions utilizing all available VAT resources.
- Pursue professional and personal development to ensure adequate knowledge of the markets and industries Supernova serves as well as the products and services Supernova provides.
- Update on a timely basis CRM system with accurate customer and pipeline information. Timely and complete administrative tasks such as expense reports, etc.

### **Benefits:**

- Remuneration according to qualifications and experience
- A competitive benefits package for the right candidate including medical, provident fund and
- Bonus scheme

**Candidates that fulfil the above requirements can forward their curriculum vitae the soonest at:**

Supernova Consulting Ltd, P.O. Box 56746, 3309, Limassol, Fax: 25-817881  
or at [hr@supernova-consulting.com](mailto:hr@supernova-consulting.com)

*All applications will be treated with strict confidentiality*

