

WHO ARE YOU?

If you are value driven with a passion for creativity and innovation, then we want to hear from you!

We love our Account Executives to be passionate about delivering exceptional customer service, and to present our services and products to a variety of customers in a professional manner!

SO, WHAT ABOUT THE ROLE?

This is a key role to manage, service and develop an existing portfolio of IT consultants to achieve targets in line with the company growth plans.

HERE'S JUST SOME OF THE 'STUFF' YOU MIGHT BE WORKING ON...

- Seek and uncover new opportunities to win new business
- Deliver exceptional customer service
- Present Giacom's products and services to customers at all levels in a professional manner
- Attend external events to grow your network and personal development
- Have a good understanding of the Giacom model, products and services
- Achieve monthly sales targets

SO, WHAT ESSENTIAL THINGS DO WE NEED YOU TO HAVE?

- A minimum of 2 years sales experience in a fast paced B2B environment (a background in the technology industry would be an advantage but not essential)
- Excellent listening, questioning and problem-solving skills
- Strong organisational skills with the ability to prioritise
- Exceptional written & verbal communication skills
- Competent in the use of Microsoft Office and CRM systems
- Strong sales presentation skills

WHAT'S IN IT FOR YOU?

We are building a great culture here at Giacom, whether that's grabbing some great "bean to cup coffee", or a game of pool or air hockey in our chill out area. We offer a competitive salary with added employee benefits, development opportunities, and recognition for hard work – we can't wait to meet you!

JOB TYPE: FULL-TIME

EXPERIENCE

B2B sales: 2 years (Preferred)

WANT TO WORK FOR US? SIMPLY SEND YOUR CV & COVER LETTER TO APPLY@GIACOM.COM