



Account Manager

Prosvasis, a SOFTONE company, was founded in 2005 and is one of the most important IT companies, specializing in the provision of integrated software solutions and training services for accounting and tax offices. It develops and distributes the specialized software solution "Prosvasis Business Suite One". With rich functionality and powerful tools, the PROSVASIS solution automates all the tasks of accountants and organized accounting firms, fully covering all their operating requirements. The main and dominant goal of Prosvasis is to offer integrated solutions to accounting and tax offices that will meet every operating requirement, create competitive advantages and substantially contribute to their development in the modern business environment.

Prosvasis is looking for an experienced Account Manager to join our talented team.

Your Role

Your role is to oversee a portfolio of assigned Partners, develop new business from existing partners and actively seek new sales opportunities.

Your contribution to the success of the team

- Operate as the lead point of contact for all matters specific to Partners
- Build and maintain strong, long-lasting Partners relationships
- Oversee Partners account management, including negotiating contracts and agreements to maximize profit
- Accountable for leads, opportunities, orders and contracts to meet the sales budget and pricing targets

Your Qualifications & Skills

- 5+ previous working experience as Account Manager in Business Software Sector
- University Degree in Information Technology, Business Administration or Finance
- Very good knowledge of ERP/CRM applications

- Very good knowledge of English language
- Excellent customer-oriented skills
- Excellent communication, negotiation and interpersonal skills

Your Benefits

We are growing our team with the vision of attracting and developing talented professionals who will contribute to the growth of the company. As a result, we offer:

- 💰 Competitive remuneration package
- ♥ Private health insurance
- 🏠 Hybrid working model & flexible working hours
- 👥 Opportunity to work alongside experienced people who are always eager to mentor
- 🚌 Transportation with company's bus from central metro stations
- 📖 Funded training & development opportunities
- 🍽 Subsidized onsite high quality catering food services & snacks
- 🧑‍⚕ Psychological and Nutrition Support services

If you are interested in working with us, please send your CV [here](#)