



# WE'RE HIRING!

 **SVI**  
Your Global Solutions Partner

## ACCOUNT MANAGER

### Responsibilities

- ❖ Serve as the lead point of contact for all customer account management matters
- ❖ Build and maintain strong, long-lasting client relationships
- ❖ Negotiate contracts and close agreements to maximize profits
- ❖ Develop trusted advisor relationships with key accounts, customer stakeholders and executive sponsors
- ❖ Ensure the timely and successful delivery of our solutions according to customer needs and objectives
- ❖ Clearly communicate the progress of monthly/quarterly initiatives to internal and external stakeholders
- ❖ Develop new business with existing clients and/or identify areas of improvement to meet sales quotas
- ❖ Forecast and track key account metrics (e.g. quarterly sales results and annual forecasts)
- ❖ Prepare reports on account status
- ❖ Collaborate with sales team to identify and grow opportunities within territory
- ❖ Assist with challenging client requests or issue escalations as needed

### Qualifications

- ❖ Candidate must possess at least a Bachelor's/College Degree in Business Studies / Administration / Management, or equivalent
- ❖ At least 3 years of work experience as an Account Manager, Key Account Manager, Sales Account Manager, Junior Account Manager or relevant role
- ❖ Demonstrable ability to communicate, present and influence key stakeholders at all levels of an organization, including executive and C-level
- ❖ Experience delivering client-focused solutions to customer needs
- ❖ Proven ability to juggle multiple account management projects at a time, while maintaining sharp attention to detail
- ❖ Excellent listening, negotiation and presentation abilities
- ❖ Strong verbal and written communication skills
- ❖ Candidate must be willing to work in Ortigas, Pasig City
- ❖ Working experience related to IT or BPO industry is an advantage

Get in touch with **SVI-HRD!**

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For more information, visit  
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