

# Colombia Jobs Expertini®

## Account Manager

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Company: Kpler

Location: Colombia

Category: other-general

At Kpler, we simplify global trade information and provide valuable insights. Founded in 2014, our goal is to help over 10,000 organisations by offering the best intelligence on commodities, energy, and maritime through a single platform. Working at Kpler means you'll be a key player in turning complex data into strategic resources for our clients. Your role involves creating data-driven stories that empower clients in their industries. Your expertise helps Kpler navigate markets successfully. Your journey starts here, where innovation meets impact. Join our team of 500+ talented people from 35+ countries worldwide. This is a business-critical position, with a huge impact on client satisfaction. The focus will be ensuring we are maximizing revenue, and growing our accounts, by building relationships and keeping clients abreast of new Kpler products that could provide additional value to their respective businesses. **Key Responsibilities** • Manage a portfolio of accounts, responding to clients' requests promptly and thoroughly, having a growth quota every year. • Act as a commercial core partner of the business, supporting budgeting, multi-year planning, controlling, demand planning, reporting, and general metrics in a timely manner • Collect product and competition feedback from clients • Maintain the CRM with notes and updates, working closely with the sales team to make sure that our forecasts are achievable • Support other teams and share knowledge • Be a good representative of Kpler externally • Work on corporate projects and initiatives that impact the entire organization **You are or have** **have +3 years of experience as an Account Manager selling SaaS/Data/Tech in the commodities/energy industry (MUST HAVE EXPERIENCE IN THESE INDUSTRIES)** • You have great communication skills • You are ready to travel We're a dynamic company

dedicated to nurturing connections and innovating solutions that tackle market challenges head-on. If you're driven by customer satisfaction and thrive on turning ideas into reality, then you've found your ideal destination. Are you prepared to embark on this exciting journey with us?we make things happenWe act decisively and with purpose, and we like to go the extra mile.we build togetherWe foster relationships and develop creative solutions to address market challenges with cool features and solutions.hey, how can i help you today? Being accessible and supportive to colleagues and clients with a friendly approach is essential.Our People PledgeDon't meet every single requirement? Research shows that women and people of color are less likely than others to apply if they feel like they don't match 100% of the job requirements. Don't let the confidence gap stand in your way, we'd love to hear from you! We understand that experience comes in many different forms and are dedicated to adding new perspectives to the team.Kpler is committed to providing a fair, inclusive and diverse work-environment. We believe that different perspectives lead to better ideas, and better ideas allow us to better understand the needs and interests of our diverse, global community. We welcome people of different backgrounds, experiences, abilities and perspectives and are an equal opportunity employer.

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