

Colombia Jobs Expertini®

Account Manager - Farmer Colombia

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Company: SoftwareOne

Location: Bogotá

Category: business-and-financial-operations

Why SoftwareOne? Success at SoftwareOne is not defined by what you do for yourself, but by what you deliver for our customers, the business and for the employees around you.

SoftwareOne employees are energized, agile and are laser focused on delivering world class Customer Satisfaction and results. Our leaders motivate and inspire their teams and provide a working environment that delivers incredible levels of Employee Satisfaction. We are Humble. Our leaders operate with a high level of Discipline but can work at Speed manage change in a global economy. We are a leading global provider of end-to-end software and cloud technology solutions, headquartered in Switzerland. Our 8,700 employees support our approximately 65,000 customers in their digital transformation. The role We strive to foster a culture and workplace that empowers our employees to be authentic, best versions of themselves. This is the basis of our diversity, equity, inclusion, and belonging initiatives.

We are thrilled to announce an opportunity to join our team as: Account Manager Farmer Full-time | Colombia | Hybrid model Your functions within the role will be: Establish Strong Relationships with Customers: Focus on building deep, lasting connections with clients by understanding their business objectives and challenges, thereby positioning yourself as a trusted advisor. Be the Primary Point of Contact: Serve as the essential link between your clients and the company, ensuring all commitments are fulfilled and client expectations are surpassed, thus cementing trust and reliability. Develop Strategies to Expand the Client Portfolio: Leverage market insights and strategic planning to attract new clients and identify growth opportunities within the existing portfolio, working closely with other departments to tailor compelling offers. Maximize the Value of Existing Accounts: Continuously assess

and identify opportunities for enhancing the value of current client relationships through upselling, cross-selling, and introducing tailored financial solutions that meet evolving client needs. What we need to see from you Profile: Systems engineer with related background with 10 years of experience in the rol Account Manager in technological solutions. In-depth knowledge of specific technology solutions and project management offered by the company. Planning, execution and supervision of technology implementation projects, this includes technology management software, data analysis platforms, cybersecurity, among others. Ability to understand the client's technical and business needs and translate them into viable solutions using available technology.. Soft Skills: Excellent communication (written, presentation and interpersonal) and stakeholder management skills. Self-driven / motivated and initiative take. Team player, continuous learner and instigator of innovative practices. Project Management. Desirable skills: English level B1 in speaking, writing and listening. .

BENEFITS: Direct and indefinite-term employment. This demonstrates our interest in building stable and long-term relationships. With our program Transformation Academy and other training and certification spaces, you will have the opportunity to develop your potential in a personalized way and in accordance with your objectives within the role. A SURA Health Insurance for you and preferential rates for your family. Payment of 100% disability and sick-leave benefits. Access to ReferOne: this is a referral program that gives you the opportunity to earn a financial incentive by referring a friend or acquaintance to our company. You will be part of one of the most competitive Employee Funds in the industry where you will have access to savings, credits, and special agreements with allied brands. Spaces for leisure, celebrations, and recreation for your physical and mental health.

DISCLAIMER At SoftwareOne, we are committed to providing an environment of mutual respect where equal employment opportunities are available to all applicants and teammates without regard to race, color, religion, age, sex, national origin, disability status, genetics, sexual orientation, gender identity or expression, or any other characteristic protected by local laws. #LI-GR1 Job Function SalesWe strive to foster a culture and workplace that empowers our employees to be authentic, best versions of themselves. This is the basis of our diversity, equity, inclusion, and belonging initiatives. We are thrilled to announce an opportunity to join our team as: Account Manager Farmer Full-time | Colombia | Hybrid model Your functions within the role will be: Establish Strong Relationships with Customers: Focus on building deep, lasting connections with clients by understanding their business objectives and challenges, thereby positioning yourself as a trusted advisor. Be the Primary

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