

# Colombia Jobs Expertini®

## Account Manager - Hunter Colombia

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Company: SoftwareOne

Location: Bogotá

Category: other-general

Why SoftwareOne? Success at SoftwareOne is not defined by what you do, but by what you deliver to our customers, to the business, and to the colleagues around you. The employees at SoftwareOne are energetic, agile, and focused on delivering Customer Satisfaction and world-class results. Our leaders motivate and inspire their teams, providing a work environment that offers incredible levels of Employee Satisfaction. We are Humble. Our leaders operate with a high level of Discipline, but are able to work with Speed and manage change in a global economy. We are a leading global provider of end-to-end cloud and software technology solutions, headquartered in Switzerland. Our 8,700 employees support our approximately 65,000 customers in their digital transformation. The role Join our sales team! We are eager to learn more about you and explore how, by working together, we can form an exceptional team. Account Manager Hunter Full time | Hybrid Model | Location: Bogota A Account Manager at SoftwareOne is responsible for identifying and developing new business opportunities, bringing the best of SoftwareOne's solutions to address client needs, and creating a robust pipeline of qualified leads. Accountable for the entire sales process, from opportunity identification to conversion, and will play a pivotal role in driving revenue growth for the organization. What your daily routine will look like: Identifying and developing new business opportunities. Conducting detailed analysis of client requirements and pain points. Utilizing deep knowledge of product offerings to articulate the value proposition. Implementing proactive strategies for prospecting and lead generation. Building solid relationships with key decision-makers and influencers. What we need to see from you Experience of 5+ years in: Sales of complex technical solutions, consumption models, and

business outcomes to client senior management and their teams. Development of actionable short and long-term account plans, based on a deep understanding of the impacts of business and technology trends. Sales of new software and services at a global enterprise level. Deep knowledge of the performance management or analytics sector, including products, competitors, history, emerging trends, and market changes. Experience across various vertical industries and their trends, combined with knowledge in IT/OT, as well as cloud services and platforms. Desirable Qualifications: Advanced English proficiency. AWS, GCP, and/or Microsoft certifications. Behavioral Skills: - Teamwork: Works effectively within the global team, delivering own goals and supporting others. - Customer focus: Ensures awareness of customer needs and expectations, constantly striving to deliver world-class performance. - Motivation: Motivates, guides, and develops entire team members and the entire Eco System such as CSM, CSE, PSS, architects, system engineers, and global entry GAMs. - Excellent communication and interpersonal skills.

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Why should you join our team? Unique culture with lived corporate values for an appreciative and supportive work environment. Employee recognition programs. A variety of training and development opportunities. Work-life balance. Referral bonus program. Multicultural interaction. Contribution to society through employee initiatives. Corporate events. Latest technologies for our clients and colleagues. And much more!

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At SoftwareOne, we are committed to providing an environment of mutual respect, where equal employment opportunities are available to all candidates and colleagues, without regard to race, color, religion, age, sex, national origin, disability status, genetics, sexual orientation, gender identity, expression, or any other characteristic. Job Function SalesJoin our sales team! We are eager to learn more about you and explore how, by working together, we can form an exceptional team. Account Manager Hunter Full time | Hybrid Model | Location: Bogota A Account Manager at SoftwareOne is responsible for identifying and developing new business opportunities, bringing the best of SoftwareOne's solutions to address client needs, and creating a robust pipeline of qualified leads. Accountable for the entire sales process, from opportunity identification to conversion, and will play a pivotal role in driving revenue growth for the organization. What your daily routine will look like: Identifying and developing new business opportunities. Conducting detailed analysis of client requirements and pain points. Utilizing deep knowledge of product offerings to articulate the value

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