

Colombia Jobs Expertini®

Client Engagement Manager (Remote)

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Company: Intellectsoft

Location: Bogotá

Category: other-general

We are **Intellectsoft** - a digital transformation consultancy group and engineering company that delivers cutting-edge solutions for global organisations and technology startups. Since 2007, we have been helping companies and established brands reimagine their business through digitalization. We're looking for an exceptional sales talent to join our team. Are you up for a challenge?

YOU will be a perfect match if:

You are a driven professional with proven experience in sales, business development and client success looking to make an impact;

You are a result-oriented leader with a proven track record of closing closing \$2M to \$8M+ in software development/ digital services per year in the US and/or EU;

You drive growth through bringing value to the Client and building high-quality relationships versus taking a transactional approach

You've got a sound understanding of technical trends, platforms, tools, and overall landscape required to engage customers and close sales;

You are skilled in all aspects of consultative sales and business development including lead generation, deal qualification, closure, and customer satisfaction;

You do regular prospecting, generating and pursuing leads and opportunities and have a strong executive network

You are a good storyteller and presenter and get excited about being a company ambassador across small and large audiences.

Requirements

Develop and drive growth on a selected territory in the US or EU in alignment with a target quota;

Building and maintaining strong, long-lasting customer relationships with new and existing clients at the company - you'll work with innovative startups and Fortune 500 brands!

Being a Client champion and Intellectsoft ambassador - presenting Intellectsoft value propositions and services to the client community;

Expanding Intellectsoft footprint across regions/verticals;

Creating and supporting go-to-market strategies to generate, drive, and win new business opportunities;

Generating demand and leads through online and in-person outreach;

Driving contract negotiations with clients, leveraging internal legal and business partners

Understanding client needs, helping match needs with company expertise, and managing key stakeholders' expectations to ensure their success;

Excellent English is a must.

Flexibility in working hours - availability to shift to EST time zone when needed

Benefits

35 paid absence days per year for the work-life balance of each specialist + 1 additional day for each following year of cooperation with the company

Up to 10 unused absence days can be added to income after 12 months of cooperation

Health insurance compensation

Depreciation coverage for personal laptop usage for project needs

Udemy courses of your choice

Regular soft-skills training

Excellence Centers meetups

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