



**GLO-CAL**

<https://glo-cal.com/careers/it-account-manager/>

## Account Manager

### Description

We are looking for IT Sales Account Managers to create long-term, trusting relationships with our customers. The AMs role is to oversee a portfolio of assigned customers, develop new business from existing clients and actively seek new sales opportunities.

Preferably with commercial awareness and prior experience on sales, marketing and customer service on IT solutions.

### Responsibilities

- Expand the company's market reach by generating new enterprise accounts
- Develop existing corporate revenues by establishing strategic account plans
- Protect the company from competitive threats
- Meet assigned expectations by achieving company target and profitability
- Lead all aspects of the sales process from proposal delivery to solution development
- Maintain high customer satisfaction ratings that meet company standards

### Qualifications

- College Graduate
- Independent, Driven and with dynamic personality
- Excellent communication skills
- Has good work ethics and can work under pressure.
- A team player with strong analytical skills and has the ability to organize sales activities

### Hiring organization

Glo-cal Advanced Systems, Inc.

### Employment Type

Full-time

### Industry

IT Industry

### Job Location

Cityland Pasong Tamo Tower,  
Chino Roces Avenue, Makati City,  
NCR, Philippines