

Job title: Key Account Executive

Location: 100% Remote

Type: Full time-Part time

Omunix International, the franchise of Omunix Argentina, is a talent search company dedicated to connecting talented individuals in Argentina with exciting digital job opportunities in Europe and the United States.

As a Key Account Executive, you will be responsible for developing strong business relationships with potential and existing clients, as well as closing sales to achieve and exceed the company's revenue targets. Your main objective will be to identify sales opportunities, negotiate contracts, and provide solutions that meet clients' needs. You will work closely with the sales, marketing, and customer service teams to ensure customer satisfaction and continuous business growth.

[Brief description of the company]

Key responsibilities:

- Identify and qualify potential clients through market research, active prospecting, and referrals from existing clients.
- Develop and maintain strong relationships with potential and existing clients, understanding their business needs and presenting solutions that add value and generate results.
- Present customized business proposals and negotiate terms and conditions with potential clients to close deals that meet the needs and objectives of both parties.
- Collaborate with internal and external teams, such as sales, marketing, customer service, and product development, to align sales strategies with business objectives and ensure a seamless customer experience.
- Closely track the progress of sales opportunities through the sales funnel, updating client information in the CRM system and providing regular reports on sales performance.
- Stay up-to-date with the latest trends and best practices in sales and business development, as well as market changes and customer preferences, to proactively adapt sales strategies and capitalize on new opportunities.
- Participate in meetings and presentations to communicate ideas, concepts, and sales executions to internal teams and clients, demonstrating effective communication skills and the ability to influence strategic decisions.

Requirements:

- Previous experience in sales, business development, account management, or similar roles, preferably in a technology, software, or business services environment.

- Excellent verbal and written communication skills, with the ability to build strong relationships with potential and existing clients and present information clearly and persuasively.
- Ability to work independently and as part of a team in a dynamic and results-oriented environment.
- Results-oriented mindset with the ability to work with goals and revenue targets.
- Ability to handle multiple tasks and priorities simultaneously, with attention to detail and the ability to meet tight deadlines.
- Basic knowledge of CRM tools and sales automation software, such as Salesforce, HubSpot, etc.

Benefits:

- Competitive salary and performance bonuses.
- Opportunity to work in a dynamic and fast-paced environment.
- Professional development opportunities.
- Flexible work arrangements.
- A supportive and collaborative team culture.