

Job Description

Job Title: Client Accounts Executive

Date: ASAP

Reporting to: Head sales and Marketing Unit

Location: Hybrid

Overview

Prioclen LTD is a fast-growing Nigerian based management consulting firm with its head-quarters in Abuja Nigeria. We have a forte in providing strategic consultancy and advisory services to organizations- private, governmental and individual firms, by creating and integrating information technology solutions to enhance their service delivery and ensure sustainable growth and development in niche-based brands to these individuals/ organizations.

Purpose:

We are searching for high-energy account executives who can recognize opportunities and turn leads into long-lasting partnerships. With their extensive product knowledge and understanding of industry trends, Account Executives will communicate directly with clients and prospects, understand their individual needs, and recommend products or services that maximize value. Account Executives may also assist in developing sales strategies and establishing quotas. You should be an adaptable, knowledgeable multi-tasker with strong computer and communication skills.

Successful account executives will be skilled communicators and presenters who can find the best fit between client and product. The ideal candidate will be organized, passionate about client relations, and focused on enhancing the buyer experience.

Responsibilities:

- Providing support for clients by learning about and satisfying their needs.
- Making cold calls or reaching out to prospects.
- Following up with prospects several times throughout the sales cycle to ensure needs are being met.
- Presenting and demonstrating the value of products and services to prospective buyers.
- Compiling and analyzing data to find trends.
- Developing sales strategies and setting quotas.
- Staying current on company offerings and industry trends.

- Maintaining a database of contact information.
- Building long-lasting, mutually beneficial relationships with external contacts and internal departments to create a better customer experience.
- Handling complaints and negotiations.

Requirements:

Essential

- Bachelor's degree in business, marketing, or related field or Bachelor's and Collage Degree in Business, Marketing, Management, Communications, Advertising, Education, Communication, Graduate, Math, Merchandising
- 2-5 years in the job role.

Desired

- Comprehensive and current knowledge of company offerings and industry trends.
- The drive and energy to manage multiple accounts while looking for new opportunities.
- Cold calling experience (via telephone preferred)
- History of success (scholastics, sports, part-time employment, awards)
- Ability to perform in a fast-paced, challenging, and dynamic environment

Skills

- Excellent verbal and written communication skills.
- Ability to understand client needs and handle the negotiation process.
- Strong time management skills.
- Computer skills, especially MS Office and CRM software.
- Full life cycle of the sales process from prospecting to close.
- Gartner's products and services.
- Computer networking skills.
- Knowledge of industry trends.

Summary Terms and Conditions

Contract: 12-month fixed term contract

Salary: Very Attractive

Annual leave: 22 days holidays per annum pro rata excluding public holidays

Pension: Minimum 10% Employer contribution with minimum 8% Employee contribution

Healthcare: Company scheme subject to terms and conditions.

Life assurance: Company life assurance scheme.

Location: Abuja Nigeria

Notes: This post will be subject to background checks. A full statement of the main terms and conditions of employment will be supplied with any formal offer of employment. This job description does not form part of your contract of employment.

How to apply

To apply for this job opportunity, please send a CV and covering letter to recruitment@prioclen.com

Unfortunately, because of the volume of applications we are likely to receive we regret that we are unable to respond to every unsuccessful applicant. If we have not made contact with you within 2 weeks of the closing date you have not been selected for interview on this occasion.