

A2P SMS Account Manager (Cyprus, remote)

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Company: Alex Staff Agency

Location: Poland

Category: other-general

The company is a leading international provider of A2P SMS (text messages from applications) services in search of **A2P SMS Account Manager**.

The main activity of the company is to provide A2P SMS services for various industries, including banking, pharmaceuticals, marketing, media and many others. The company also specializes in the development and integration of SMS management software.

The company has a high level of service and service quality, which is confirmed by its many years of experience in the market and its reputation as a reliable service provider. The company also actively develops new technologies and innovations in the field of SMS, which helps it to keep the leadership in the market and satisfy the needs of its customers.

You are offered remote cooperation from anywhere in the world.

Your tasks:

Management of large flows and multitasking

Expansion of existing accounts by developing new business

Evaluate performance based on analysis of company metrics

Achievement of sales targets set by management through purchasing and sales negotiations

Communicate at all levels and conduct face-to-face meetings with customers

Identifying opportunities in specific industries to attract new customers

Negotiating contracts with new partners

Monitor and analyze market trends and rates

Requirements

2+ years of sales experience in business

Strong skills with email programs, MS Office or any CRM

Experience with Alarislabs SMS platform

Negotiation skills

Higher education: sales/marketing/business

English C1+

Benefits

Competitive salary, including salary - 1500-2500 EUR net + progressive bonus schemes based on KPIs

Opportunity to travel and attend international conferences worldwide

Ability to work remotely

Professional and personal growth through involvement in challenging tasks

Training and professional development in a multinational environment

Professional, friendly and supportive team

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