



Account Manager

GIS People is a leading Australian high-tech company that builds its own cloud, mobile and geospatial software with global market potential. Our platforms [Gruntify](#) and [Open Declare](#) service corporate and government clients across Australia, US and the world.

Currently we have an immediate opportunity for an experienced Account Manager to take over all customer account management responsibilities.

The successful applicant will focus on maintaining existing and acquiring additional revenue streams from our existing clientele as well as bringing on new customers who can benefit from our product offerings.

We're looking for a self-motivated, sales-oriented professional who will be responsible for meeting quarterly quotas while maintaining a high level of customer satisfaction. A limited amount of short-term travel (mostly on fly-in fly-out basis) and some ad-hoc project management of in-house activities will occasionally be required.

Job responsibilities:

- Develop and oversee customer retention campaigns.
- Engage with minimum 5 customers per day via live contact and follow up with all prospects within two days.
- Deliver presentations to technical and executive prospects.
- Recognize triggers based on customer behavior as an opportunity for engagement.
- Manage budget and hit or exceed quota as established by company CEO.

Required skills and experience:

- Prior experience in sales and other customer facing roles.
- Ability to anticipate customers' needs and match them with appropriate products and services.
- Advanced communication and problem resolution skills.
- Contract negotiations and submissions of written proposals.
- Quick learner and desire for self-improvement.
- Comfortable with working under pressure in a fast-paced entrepreneurial environment.

Benefits:

Our commitment to your success is through competitive incentive-based salary package and an extensive benefits package that includes paid time off, training and professional development, and future growth opportunities within the company. Additionally, we provide a highly collaborative and creative environment where each person feels encouraged to contribute to our processes, decisions, planning and culture.