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| <b>Fonction</b> | <b>Sales Account Manager</b> |
| <b>Equipe</b>   | Sales & Marketing            |
| <b>DATE</b>     | January 2022                 |

MICROOLED provides cutting-edge near-eye AMOLED displays and modules for a wide range of products, such as video glasses, head-mounted sports devices, camera viewfinders, medical applications, and many other professional devices worldwide.

To sustain its growth, MICROOLED is looking for a skilled and experienced Sales Account Manager to be a part of our team.

You will be responsible for developing long-term relationships with existing customers and manage our sales. As a strong communicator, you will manage client's requests, resolve their queries timely, and aspire to deliver positive customer experience. You will also be the entry point between the customer and the product but also the operation team.

If you think you have all the desired capabilities and find yourself suitable for this job role, do send in your applications today!

#### **Responsibilities**

- Manage a portfolio of client accounts to ensure long-term success.
- Develop positive relationships and promptly handle the customer's requirements.
- Generate new sales by making use of the existing and potential sales networks.
- Resolve customer queries and handle their requirements in a timely manner.
- Negotiate contracts of products and services with the client.
- Supervise the account representatives and sales management team to ensure the number of sales increase.
- Report on the status of transactions and accounts.
- Set and track down sale account targets that are aligned with the company's objectives
- Monitor the sales metrics regularly.
- Suggest suitable actions that can help improve sales performance and identify opportunities to grow.

#### **Requirements**

- Master's degree in Marketing, Business Administration, or related field.
- Proven work experience as a Sales Account Executive, Key Account Manager, Sales Administrator, or a similar role in the Sales Department.
- Extensive experience in Sales and Customer Experience will be an advantage.
- Strong understanding and knowledge of sales performance metrics.
- Outstanding verbal and written communication skills.
- Excellent negotiation skills.
- Business acumen with problem-solving skills
- Understanding of MS Office and CRM software
- Exceptional customer service skills.
- Strong work ethic.
- Good sales skills



- Previous experience of selling electronics, semiconductors and high tech products is a must. Additional experience in display, micro display, LEDs is a bonus.

If you like challenges and want to participate to the success of a leader on its market, please send your CV and Application letter NOW!!! TO [emmanuelle.arbet@microoled.net](mailto:emmanuelle.arbet@microoled.net)