



POSITION: Account Manager

DESCRIPTION

GALAXYTEXT is a leader in mobile marketing and has the following opportunity available in Montreal, QC.

POSITION SUMMARY

The account manager's main objectives are to process new accounts and handle existing accounts. Answering phone calls promptly and handling any complaints or problems as soon as possible is another common job requirement. Another important task that they must handle is paperwork, including analyzing the reports of competitors to see how well their business is doing compared to others.

REQUIREMENTS: DESIRED SKILLS

- Moderate experience with Microsoft Office (Word, Excel, PowerPoint)
- Experience using Customer Relationship Management (CRM) software
- Ability to convey technical concepts/jargons relating to our platform to potential prospects.
- Ability to stay self-motivated in pursuit of new accounts
- Strong verbal and phone skills required
- Ability to work toward both personal and team sales goals on monthly basis
- Cold call list of potential prospects from our list of sales prospects
- Follow-up on all prospects by phone, email, and webinar as needed
- Meet sales goals on monthly basis
- Keep up to date with platform and product that GalaxyText offers to clients

EDUCATION/EXPERIENCE

- High school diploma or equivalent required
- Bachelor's degree in Business, Communications, or related field
- At least 1 year experience in sales position
- At least 1 year experience working in the technology industry
- Bilingual (French/English written and oral)