

Italian Speaking Account Manager

Contract Type: 2 year contract that is renewed

Our company is the destination for experienced, determinate, hardworking and ambitious professionals seeking a rewarding career and lifestyle. We are one of the best providers specializing in the management of strategic activities surrounding sales and customer relations for online financial products trading. Currently we are looking for fluent Italian Speaking Account Managers who is (are) looking to work in a dynamic environment with opportunities for further professional and personal growth.

Job description

We are seeking for top performing Account Managers with B2B and B2C experience who will build and maintain client relationships. In this role you will be asked to manage a portfolio of clients primarily over the phone. You will foster good client relationships aiming at ongoing trading activity and the achievement of specific revenue targets. You bring to the role your sales experience, capacity to solve client issues, a passion for the financial markets and a proven track record for delivering exceptional results.

Responsibilities

- Develop strategic account and portfolio plans work with assigned team.
- Build solid relationships and trust with clients and improve business over the phone
- Bring sales experience along with industry insights.
- Exceed client expectations via responsiveness, providing insights, marketplace knowledge, resolving technical issues.
- Ability to quickly respond to client requests.
- Strong problem solving.
- Meeting and exceeding set daily retention targets.
- Liaising with dormant clients and converting them into active ones.

Requirements

- Fluent in Italian
- Flexibility to maintain focus through change and thrive in difficult situations
- Proven ability to multitask & work under pressure and build ongoing relationships
- Excellent written and verbal communication and presentation skills
- Proven track record of exceptional performance, high productivity and meeting deadlines
- Infectious sense of enthusiasm, fun, and imagination associated with a group committed to developing the best search sales experiences in the world
- Experience with focus on Sales/Account Management
- Strong ability to work under pressure and target oriented
- We are looking for candidates with a strong personality with a substantial experience in the same role.

Preferred Qualifications

- Bachelor's degree preferably in Economics/Finance
- Previous experience in working with revenue generating targets
- Experience in the sector will be considered a plus

Salary

Eur 1500 euros gross + bonus. Base salary will be increased over time.

Other Benefits:

- Super fun international environment: around 300 employees in a huge open floor office setup 😊
- Weekly food allowance benefits (applied after three months veterancy) 🍷
- Local discounts in variety of surrounding cafés, GYMs, real-estate agencies, and similar 😎
- Generous incentivizing budgets with great prizes, competition, and off-site activities! 🏆
- 300 sunny days per year in Malta

How the interviews will be held

Via Skype or in person

To apply

CVs and a covering email are to be sent by email to eures.recruitment.jobsplus@gov.mt and should be written in English. Please quote the vacancy name and number in your email.