

Fast-growing, entrepreneurial company with internationally renowned language industry expertise is looking for an **Account Manager**. Their clients include investment banks, law firms, top-tier consulting firms, asset management companies, insurance businesses and multinationals legal and financial departments. Our client is based in Central London and the **role is to start ASAP**.

ROLE :

- Develop and grow existing clients portfolio across the legal and financial sectors via calls, meetings and events
- Manage existing accounts: analyse quote requests, prepare sales proposals, close deals
- Provide customer support and manage client expectations in liaison with the production team
- Achieve KPIs, update the CRM and report your work to your manager

PROFILE :

- A 2+ years' sales experience, preferably gained in B2B services
- Strong interpersonal and negotiation skills
- Excellent problem solving and analytical skills
- Dynamic, enthusiastic and very well organised
- Education: Bachelor's degree or equivalent experience
- Fluent French is a plus

SALARY :

£30-35K depending on experience + uncapped commissions + tel & Laptop