

JOB DESCRIPTION

Date: May 2024

JOB POSITION: Senior Account Manager

REPORTING TO THE: ITHACA Manager

JOB DESCRIPTION:

The ideal candidate would be an Account Manager with more than 5 years of experience in financial services, specifically on Vendor financing in the Industry, Building and Transport sectors. High ability to generate new commercial relationships. Responsible for new and assigned Vendor agreements.

MAIN RESPONSABILITIES

- Prospect new financial relationships with distributors and manufacturers belonging to the Industry, Construction and Transportation sector.
- High level of dialogue with Vendor's Financial Managers.
- Develop and maintain the client portfolio and search for area of improvement.
- Organize and monitor of face-to-face meetings.
- Find solutions that best suits to the needs of Vendors.
- Increase the Vendors' loyalty.
- Periodical analysis of business figures.
- Reporting elaboration of Vendors and for the HQ.
- Interlocution with the IPM Account Manager in HQ.
- Fulfillment not only with the regulations of the Compliance department but also with regulations of data protection and money laundering.

EDUCATIONS AND SKILLS

- Degree in Business Administration, Economics, Marketing or similar.
- Minimum B2 level of English.
- Experience in negotiation and analysis of balance sheets (calculation and financial Excel).
- Proactive and communicative person with the ability to work as a team, constructive and positive attitude towards problems and sales-oriented.