

# KEY ACCOUNT MANAGER B2B EXPORT & INTERNATIONAL SALES



## Who we are

Globema creates and delivers specialized geospatial IT systems for enterprise customers using leading software platforms and technologies. We work closely with Polish Universities and are focused on research & development of innovative solutions supporting modern telecommunications, renewable energy sources, green energy & smart grids, mobile workforce management & more. Globema is also a successful long-term distributor of third party software – we are the leading partner of Google Maps & Cloud and a long-term value-added reseller of General Electric software. Globema is headquartered in Poland and have subsidiary offices in the US, Czech Republic and Romania. We provide solutions to over 500 enterprise customers on 6 continents. More: [www.globema.com](http://www.globema.com)

## Job brief

We are looking for an amazing Key Account Manager / Sales & Marketing Expert to streamline & grow the international sales for our company. You will be in charge of researching business opportunities on the global market, raising market awareness about solutions & technologies in Globema's portfolio, attracting site traffic and converting that traffic into new leads and customers. We are looking for a skilled sales representative to oversee the relationships of Globema with our most important clients & partners. You will be also responsible for obtaining and maintaining new long term key customers & business partners by comprehending their requirements.

## Your responsibilities

- Generate new business and revenue streams by creating value to end-customers in various countries
- Acquire a thorough understanding of key customer needs and requirements in various aspects
- Develop trust relationships with a portfolio of major clients & strategic partners in various verticals
- Play the key part in new implementations of IT solutions that will turn into long-lasting relationships
- Expand the relationships with existing customers & partners by continuously proposing tailored solutions that meet their objectives
- Ensure the correct products and services are delivered to customers in a timely manner & on budget
- Serve as the link of communication between key customers and internal teams at Globema
- Resolve any issues and problems faced by customers and deal with complaints to maintain trust
- Prepare regular reports of progress and forecasts to internal and external stakeholders using key account metrics

## So, you need to

- Be fluent in professional English - both written and verbal (C1 or better)
- Have proven experience in sales and/or marketing, preferably in IT or technological industry
- Possess strong communication and interpersonal skills with aptitude in building relationships with professionals of all organizational levels
- Looking for a long-term position and long-term carrier at Globema in sales of specialized IT solutions
- Be an optimistic problem-solver with excellent negotiation skills
- Love researching things and find it easy and effortless
- Possess a natural curiosity and have a thirst for knowledge – there'll be a lot to learn at Globema 😊
- Be well organized, efficient, focused, passionate and with can-do attitude

## Additional skills can help!

- Experience in modern digital marketing, web research, growth hacking
- BSc/BA in business administration, sales or technical (IT, telecommunications, energy)
- Proficiency in other languages
- Knowledge about website technologies, sales and marketing tools – WordPress, MailChimp, CRM,
- Ability to design and create good-looking graphical content (graphics, presentations, documents)

## What do we offer?

- An interesting and challenging position in a well-established & still-growing IT company
- You will be a member of a young, enthusiastic team working with top-notch innovative IT technologies that really do make the world a better place (green energy & renewables, support for modern communications, 5G, IoT and Internet access, efficient work management)
- Possibility to participate in IT trainings and other events (e.g. industry conferences, seminars, webinars) in Poland and several countries abroad
- Flexible working hours, remote work possible
- Full time job or B2B contract – choose as you prefer
- Medical insurance at LuxMed & MultiSport Plus benefit package
- Fresh fruits and delicious coffee in our office nearby Wilanowska metro station

Please add the following statement: "I hereby give consent for my personal data included in my application to be processed for the purposes of the recruitment process under the Personal Data Protection Act as of 29 August 1997". Job ID: #EN20190917001

APPLY WITH YOUR CV HERE:  
[jobs@globema.com](mailto:jobs@globema.com)