

Position of Sales account manager

Hello dear candidate! My name is Fedor Belomoev, I am the CEO of 4Blind, and I am writing this letter to tell you a little about us.

About company

We are 4Blind, an international engineering company. We develop innovative devices and technological solutions that empower blind and deafblind people in communication, education, employment and independent living.

Since 2018, our innovative solutions have won numerous international prizes and awards and are shown at leading exhibitions around the world, including USA, Japan, China, Canada and Europe.

Our team consists of crazy professionals who are passionate about their work. The core team consists of 15 people and more than 80 freelancers. The head office is in Boston, but the team is in various corners of the world and speaks different languages. We do not have a bureaucratic routine, we appreciate initiative and freedom of thought and we do not control each other at every step.

Now 4Blind is embarking on a path of strategic development and operational growth, which is why we strive to strengthening our team. Today we are looking for a dynamic person for the position of **sales account manager**.

In this position, we would like to see a person who shares our values, understands why we do it and will take part in the development of strategies for establishing and developing long-term relationships with foreign clients (USA).

Basic Requirements

- Strong communication skills;
- Fluent written and spoken English (C1 and higher)
- Supportive and friendly attitude;
- Responsible approach to communication with customers;
- Excellent problem solving, time management skills;
- Knowledge of the various sales cycles and stages;
- Flexibility and open thinking;
- Experience in sales and interaction with foreign clients;
- Experience in document management in English;

- MS Office proficiency;
- Bitrix CRM software skills.

Duties & Responsibilities:

- Set up and manage business relationships with organizations in the USA, including warm and cold contacts;
- Communicate consistently with clients throughout the sales & relationship lifecycle, escalating important issues where needed;
- Solve clients' tasks in the process of their support;
- Provide feedback to interested customers from the USA; Post-sales support
- Represent the company and our product;
- Draft contracts, invoicing, etc;
- Seek continuously to improve key selling skills, including building rapport, understanding customer needs, handling objections, and closing sales.

Conditions

- Competitive salary + bonus system based on performance;
- Remote work (8-hour workday);
- A five-day working week with a flexible schedule;
- Probation period of 3 months;
- Business trips to the USA are possible.

If you want to be a part of our activity, we invite you to join our team.

Working with us, you can make a real impact on the development of society with equal opportunities!

Looking forward to meeting you!

Fedor Belomoev
4Blind CEO