

# Account Manager

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## Enseo

For more than 20 years, Enseo has been known as the backbone of the hospitality in-room experience. The company's superior products, including set-back boxes and applications, are preferred by the world's largest hotel groups. Enseo is a dynamic and fast-paced technology provider that is transforming industries with emerging digital products. We are always on the lookout for world-class talent with a passion for exceeding expectations. Is that you?

## General Description

Our Account Managers play an intricate role in the sales process. This is a challenging and rewarding position for someone passionate about building new and managing existing relationships, working with customers and internal teams, and driving growth.

## Skills

- Are you resilient?
- Can you smile in the face of adversity?
- Do you love talking to people and making lasting connections?
- Is being organized and detail-oriented in your DNA?
- Can you listen and understand customer needs and requirements?
- Are you goal driven and don't stop until you reach your target?

## Responsibilities

- You will work with customers to determine their needs what, create solutions and ensure a smooth sales process.
- You will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives.
- You will support new sales opportunities through inbound lead follow-up and outbound cold calls and emails.
- You will understand customer needs and requirements and be able to relay that accurate information to the sales executives and program managers.
- You will route all qualified opportunities to the appropriate sales executive team member for further development and closure.
- You will research accounts and industry trends to identify key players and generate interest.
- You will work with cross functional teams to ensure the proper delivery and timely payment of products and services to our clients.

## Benefits

We value our employees' time and efforts. Our commitment to your success is enhanced by our competitive pay and an extensive benefits package including paid time off, medical, dental and vision

benefits. Plus, we work to maintain the best possible environment for our employees and strive to provide a collaborative, creative environment where each person feels encouraged to contribute to our processes, decisions, planning and culture.

**Enseo is an Equal Opportunity Employer.**

We celebrate diversity and are committed to creating an inclusive work environment for all employees.

**Please send resume to Katy Ericson, Vice President of Human Resources at [kericson@enseo.com](mailto:kericson@enseo.com)**