

Argentina Jobs Expertini®

Account Executive - LATAM

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Company: SGF Global

Location: Buenos Aires

Category: computer-and-mathematical

Job Name: Account Executive - LATAM **Job Type:** Permanent **Country:** Argentina **City:** Buenos Aires **State:** **Languages:** **URL:**

We are looking for an experienced and results-driven sales representative to join our team and support our business operations in Latin America. This role will require a combination of strong sales and communication skills, knowledge of the medical industry, an understanding of the region's markets, and a drive to succeed.

Primary responsibilities include:

Establishing, maintaining, and growing relationships with new and existing wholesale and distributor accounts in Latin America

Developing and executing sales strategies for the region

Finding new sales opportunities through research and networking

Analyzing customer needs and making product recommendations accordingly

Generating detailed sales reports and conducting market research

Utilizing Customer Relationship Management (CRM) software to track customer relationships

Learning the features and applications of new medical equipment

Working with local government to ensure proper licensing and certification of products

Offering our medical products to final consumers (medical professionals)

Conducting weekly reports on sales progress of new and existing accounts.

The ideal candidate should have:

Professional fluency in Spanish

Previous experience in the medical industry or equivalent field

Proven success as a sales representative

The ideal candidate should possess strong interpersonal skills in order to effectively manage customer relationships and create trust. They should also have excellent communication abilities, both verbal and written, in order to effectively explain product features and applications to customers, as well as negotiate sales.

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