

Argentina Jobs Expertini®

B2B Account Executive

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Company: SLC - Recursos Humanos

Location: Vicente López

Category: other-general

Growing technology company focused on the pharmaceutical industry with clients in 25 countries wants to expand its international development. We are looking for a B2B Account Executive to join the company's commercial team.

Main Responsibilities:

Investigate the market to design a powerful business plan to attract new clients, business partners and suppliers.

Manage and enhance your customer portfolio by proposing customer loyalty tasks.

Prospect accounts with the aim of generating new business meetings and visiting potential clients.

Strengthen the long-

term commercial relationship between the company and current clients and build solid ties with high-level executives.

Execute the business plan in each of the assigned markets and accounts to maintain healthy sales.

Collaborate with the Marketing area in the creation and execution of demand generation campaigns.

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