

# JOB OFFER - KEY ACCOUNT

**Intelequia is one of the leading Technology Consultants in Spain with worldwide operations and recognized with the highest Microsoft worldwide and recognized with the highest Microsoft Competencies and Certifications,** accrediting us as one of its technology partners with excellent capabilities to tackle digital transformation projects.

All our services and solutions are focused on guaranteeing the peace of mind of our clients in terms of clients in terms of Cybersecurity. Thanks to the work of our team, we have the OSCP certification.

## WHAT ARE WE LOOKING FOR?

A Salesperson whose objective is to develop tasks of attracting and monitoring accounts in order to generate business for the company through the sale of our Solutions and Services.

## FUNCTIONS:

Prospecting (organized search of potential customers) through phone calls, internet, social networks, visits phone calls, internet, social networks, visits, relationship with potential associations, and / or attendance to events/fairs.

Development and management of the relationship with clients, as well as the sale of our solutions and services, the defense of our commercial proposals, including the necessary advice to reach necessary to achieve success.

- ◆ Client meetings for account opening (portfolio presentation and opportunity identification).
- ◆ Customer loyalty with visits, invitations to events and webinars, phone calls...

At Intelequia we firmly believe that the happiness of our team directly influences the work we do. For that reason, we OFFER you:

- ◆ Immediate incorporation to an EXCITING AND MOTIVATING PROJECT.
- ◆ Good working environment, being part of a team of great professionals where you will be able to grow and contribute, WE ALL ADD UP!
- ◆ Training.
- ◆ We offer the possibility of working from home or from the office.

## MINIMUM REQUIREMENTS

- ◆ Ability to communicate and negotiate with clients.
- ◆ Proactivity.
- ◆ Ability to resolve conflicts.
- ◆ Results oriented.
- ◆ Creative, with ability to innovate and anticipate changes and solve situations with ingenuity to make our customers trust the company.
- ◆ Teamwork to share the results of the work done with colleagues and customers.
- ◆ Commercial experience of at least 3 years within the IT sector.
- ◆ Knowledge in IT or similar.

**Send us your CV**  
[rrhh@intelequia.com](mailto:rrhh@intelequia.com)