

Avalon Solutions is a dynamically expanding company with strong relationships with Google and Salesforce, a leading partner for innovative workplace and cloud solutions. Currently we are looking to expand our team in Asia. Junior Account Manager will work for our expansion in the Asian market.

We are constantly innovating not only our client's businesses but also our own. Our goal is to be one step ahead and to build valuable partnerships with the digital leaders. To be in the forefront we need to have the best talents in our team. That's why we have a special approach to our employees.

We believe in an open company culture and relations built on trust. We support our team members in their development, certifications and additional education to deepen their expertise.

The 3 pillars that make us a unique company are:

- **Curiosity** - we are curious about people, technology, and business
- **Trust** - our relationships are built on trust, empowering us to work as a single, cohesive organisation towards our goals
- **Courage** - we have courage to challenge ourselves, our customers, and our partners.

About the Team:

You will be part of a sales team that is very active and you will work in a company that is in a rapid expansion phase. We are one global team, but our local Sales units have a lot of experience in starting business on new markets and you can count on their support and advice.

About the Role:

The new junior Account Manager will be responsible for creating sales opportunities in an assigned region as well as generating sales to meet the goals set by the Area Manager. On a daily basis it means cold calling, scheduling and running meetings, creating and delivering presentations that answer prospect's needs and requirements. Understanding of our products and their business value will be crucial to be able to turn prospects and leads into customers.

Qualifications:

We are looking for Singaporean or Singapore PR with a BA/BS degree (or equivalent in experience) is a must, as well as fluency in English. Our new Junior Account Manager should also:

- Be a goal-oriented and self-motivated individual
- Be tenacious, confident, and persuasive
- Like working with people, and finding ways to support them, find solutions to their challenges
- Be analytical and well organized, as well as show project management skills

- Be able to move comfortably between the big picture and details

Preferred qualifications:

- Experience in using CRM systems
 - Experience (technical or sales) in Computer Science or IT
 - Understanding of cloud computing and cloud based solutions landscape
 - Ability to translate technical functionalities to business values
 - Fluency in IaaS, SaaS and PaaS terminology and market
 - Soft skills required to build and cultivate relationships with the customers
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Avalon Solutions is a full-scale cloud solutions partner, operating in Europe and beginning its expansion in Asia. Our mission is to add value to our customers by delivering a digital workplace based on sustainable solutions from leading innovative partners like Google and Salesforce, among others. This is achieved by our business-oriented teams, passionate tech experts and our strong company culture that make our employees excel.