

# Accounts Manager (ERP Business Software)

Synergix Technologies Pte Ltd

## *Job Highlights*

- Attractive remuneration & benefits package
- Open Working Culture
- Strong training and support provided

## *Job Description*

### **Job Responsibilities:**

- Maintain strong relationship with existing clients to ensure strong customer retention base.
- Driving revenue growth in the Singapore Enterprise Resources Planning Software (ERP) market through identifying new opportunities.
- Schedule meetings to present latest updates and gather feedback from clients
- Work closely with inhouse business analysts and functional consultants to provide solution for clients' new requirements.
- Respond to quotation requests and assist with business and grant proposals.
- Ability to upsell and cross-sell company's products to existing accounts.
- Meet accounts performance KPI's as agreed with you and management.
- Update inhouse CRM system for accounts reporting.

### **Qualifications:**

- No experiences are welcome and remuneration will be rewarded according to your working experiences
- "Farmer" mindset and have passion for client-oriented services
- Proactive and problem-solver
- Understand the concept of customer retention and account management
- Willingness and have patience to listen to customers' feedback.
- Good presentation, communication, and written skills
- Interested applicants may apply by sending in your updated resume.

## *Additional Information*

### **Career Level:**

- Entry Level

### **Qualification**

- Diploma, Advanced/Higher/Graduate Diploma, Bachelor's Degree, Post Graduate Diploma, Professional Degree

### **Job Specializations**

- Sales/Marketing, Sales - Eng/Tech/IT

Interested applicants, please send CV to Luo Sin (hadmin@synergixtech.com).