

Wholesales Account Manager

AMD Telecom is one of the biggest Certified from the GSM Association SMS Hubs in the world, offering SMS interconnectivity services and telecommunication infrastructures both to Mobile Networks Operators and Aggregators (SMS and Voice) around the globe. We have been at the forefront of communication technologies for over two decades, helping your business spread its mission and message to the world.

During Mobile World Congress, AMD Telecom launched **Routee** , a multi-messaging platform, offering digital communication services to Marketing-Sales managers over a Web platform.

Our latest success is **Waymore**, our new marketing automation platform that helps brands sell to “way more” customers using “way more” than a messaging platform, achieving a manual-semi automated communication.

Due to the continuous growth of our company and our great plans for moving forward, we are looking for people that are visioneers, want to be winners and succeed in their professional career.

Join AMD Telecom for an intelligent present and a thriving tomorrow...

What are we looking for?

We are searching to recruit a **WholeSales Account Manager** to staff our continuously growing **Wholesales department**. This is the perfect role for someone who is numbers driven, self-motivated, hard-working, and a team player!

If you have a passion for technology, you are results oriented, and you want to travel the world, you will have the chance to expand your knowledge in all aspects of the sales cycle, including prospecting for prospective clients, handling objections and close deals in a global fast moving sector.

What will you do?

- Identify points of contact within target companies and reach out to prospective clients via outbound calls
- Contact new potential clients
- Business Expansion of accounts created
- Payment issues with the potential clients
- Reporting about the status of each opportunity.
- Achievements and targeting goals

What will make you the ideal candidate?

- Fluent Greek and English
- Keen interest in commencing a career in a high performing sales culture
- Self Motivated, Motivated on something that is corporate and business, to be career oriented
- Quick learner and driven to succeed in a fast moving environment
- Energetic, flexible, collaborative and proactive
- Ability to work under pressure
- High organizational skills
- Strong analytical skills
- Experience in SMS or Voice Wholesales Business as Business Developer will be a plus

What do we offer?

- Competitive salary that is designed to ignite you
- Private Health Insurance
- Permanent contract of employment
- On-boarding training plan & mentoring program for the new starters
- Human resources development program for all the employees
- Travels through the world to attend events
- The opportunity to be a member of a goal oriented Team
- Top tools and a sales methodology designed to help you shine and sell as best you can!
- The opportunity to impact the growth of our business and become an expert in our industry

- A self-driven, high-performance culture with individualized development plans that focus on personal and professional growth
- A fun and fast-paced environment with the best people

Useful information:

- After the screening of the resumes, only candidates who meet the profile's requirements will be contacted
- Successful candidates will participate in the Assessment Center evaluation process.

Notice:

All applications are considered as strictly confidential. As an equal opportunity employer, we do not discriminate in hiring or terms and conditions of employment because of an individual's race, ancestry, color, place of origin, religion, gender, gender identity, national origin, citizenship, age, disability, sexual orientation, family status or marital status, or any other protected category recognized by provincial or federal laws.

Extra Info:

- Location: Liti Thessalonikis (HQ)
- Contact email: iozyberi@amdtelecom.net