



HUMANS
OPPORTUNITY
TECHNOLOGY



Psience OÜ's client DPA is an international company specializing in wide variety of solution development and implementation for large entities based on Microsoft, IBM and Oracle technologies. DPA Nordic is the Estonian subsidiary of DPA. For more information, please, visit us: www.dpanordic.eu

We believe that:

- There's no luck involved in succeeded projects – it's a team work with clear targets;
- The only way to do good job is to be your solutions biggest fan;
- Obstacles are a challenge, not an excuse.

As we are growing, we are welcoming to our friendly team:

ACCOUNT MANAGER

Your duties will include:

- Prospecting of new customers, maintain and expand relationships with new & existing customers;
- Maintain & append client database, activity and other information registration in to CRM system;
- Understanding of company capabilities and service, effective communication of offerings to the customers;
- Organization of meetings with customers;
- Achieving of sales targets;
- Representation of the company in different events (seminars, presentations, exhibitions);
- Relationship building and maintaining with suppliers and partners;
- Passing of necessary certifications, as required.

We will appreciate if you have:

- Higher education, BSc;
- Previous experience of at least two years in sales and client management;
- Microsoft certification in License sales will be considered as an advantage;
- Technological awareness will be considered as an advantage.

We will be happy to provide you with:

- The chance to build up trustworthy relationship with the clients;
- An opportunity to gain experience in international projects;
- Training to further your skills and qualifications;
- The kind of benefits that come from working with some of the 100 biggest clients in the Baltic Sea region;
- An open-minded environment and the enjoyment of working for an ambitious subsidiary.

We create possibilities for you to reach new heights!

If you truly found this advertisement interesting, please send us your CV to the e-mail anne-mari@psience.ee. If you have any questions, you are welcome to call +372 51 41 354 (Anne-Mari). We treat each application with respect and confidentiality! Please also note that we will contact the candidates chosen for the job interview.

