

## ACCOUNT MANAGER (M/W)

**Location:** Lyon - Villeurbanne (Rhône)

**Type of contract:** Permanent

**Reference:** C#1\_MAG\_1007

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### Job description

*As part of the sales team, you are responsible for the following tasks in particular:*

- *Monitoring and developing a customer portfolio.*
- *Prospecting in France and internationally.*
- *Identifying new needs and projects.*
- *Writing commercial proposals.*
- *Participating in the preparation of offers for MAGELLAN products and services that you sell.*

*Travel in France and foreign countries is foreseen.*

### Profile

*You can demonstrate successful experience as a sales or technical sales assistant in a software publishing environment and ideally in electronic money.*

*Attracted by an operational role within a human sized company that is experiencing strong growth, you know how to prospect and negotiate with multiple and high-level contacts. You are able to demonstrate independence, dynamism and an excellent sense of relationships. You enjoy involvement and know how to be persuasive.*

You speak English to conversational level, you can express yourself and understand it easily.

In addition to these technical skills, you will above all be an ambassador for the company to customers and in this context you will have a major role to play at the relationship level. We are looking for a dynamic person who is responsive and endowed with a real sense of customer service.

**SEND US YOUR CV AND COVERING LETTER in pdf format by email to the following address: [drh@magellan-online.com](mailto:drh@magellan-online.com)**

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