

Flames Group SIA, an international telecommunications provider opens a new position of **VoIP Account Manager** in its Kiev office.

Flames Group - is the large operator of voice traffic and a leading manufacturer of VoIP-GSM gateways. Founded in 2005, Flames Group SIA has established itself as a reliable business partner providing cost-saving solutions and resolving business challenges of its customers all over the world.

The headquarters is located in Riga, Latvia.

We are offering you an opportunity to face the challenging goal of conquering worldwide telecommunication markets and become a key member of our VoIP Account Management Team. Account Manager serves as part of sales team and is the primary business contact for VoIP carriers and is responsible for client satisfaction. AM builds relationships with vendors to find the quality route at the best rate to resell these quality routes to his/her clients.

Requirements:

- Candidates with own customer/partner books of contacts
- Excellent oral and written communication skills in English is obligatory. (IELTS 6 or above is preferred)
- Familiar with VoIP business
- Familiar with terminology of VoIP: ACD , ASR , CDR , FAS etc....
- Excellent customer service skills and enjoy working with people.
- Good teamwork skills and work very effectively within groups.
- Motivated and skilled negotiator
- Excellent written and oral communication skills
- Good knowledge in Marketing and sales in B2B field
- Familiar and experienced user of MS Office, CRM etc.
- Bachelor's degree in IT, Marketing, Business Administration or related field is preferred.
- Must be able to work with other disciplines to develop and implement system designs in response to customer specific requirements
- Strong experience in Telecom industry.

Responsibilities:

- Achieve and exceed Sales Targets
- Manage and develop business opportunities with Telecom operators (Mostly Tier 2 and Tier 3) in company portfolio
- Continuously seek new Accounts and Manage existing Customers by best Services
- Manage relationships with both customers and vendors
- Sell and Create new ideas to increase sales within an existing database
- Manage the day-to-day relationship within the existing customers and new business development
- Search and Find Direct Routes from telecom carrier around the world
- Perform other sales functions via phone, email, or mail and LinkedIn
- Reports to the VoIP Sales Director, providing regular input on all account activity, including status and call reports on a weekly basis.
- Utilize existing contact network and social media strategies to sell and promote international voice terminations.

Compensation package and work conditions:

- Competitive high salary depending on the interview results, paid in USD
- Work in the high tech company with highly qualified and goal-oriented people;
- paid vacation and sick leave;
- Good office location, 10 minutes from subway station;
- A lot of opportunities for professional growth.