

REF: KAM2201FR

JOB POSITION: Junior Account Manager

LOCATION: France

About Nonius

16 years of experience in hospitality technology

[Nonius](#) provides hospitality technology to more than 330,000 rooms worldwide – in Hotels of the most renowned international chains and several of the most emblematic and recognized independent hotels.

With 11 subsidiaries in EMEA and the Americas and an extensive service partners network, Nonius is equipped to serve global hotel groups, local chains and independent hotels.

We also bring hospitality to other markets such as Outdoor, Apartments, Co-living, Healthcare, Maritime and other Sport and Leisure facilities.

Job description/specification

Nonius is looking for a junior professional to take on the role of Account Manager for a set of key clients.

Responsibilities/ Tasks

- Manages a defined key accounts portfolio (KAMs)
 - New sales to key accounts - Up sell and cross sell
 - Renewing Product /Services Contracts/SLAs
 - Periodic visits/meetings/calls/e-meetings to monitor satisfaction
 - Regular follow-up contact / negotiation / etc
 - Sending status report of contracted systems
 - Resolve any issues and problems faced by customers and deal with complaints to maintain trust
 - Serve as the link of communication between key customers and internal teams
 - Play an integral part in generating new sales that will turn into long-lasting relationships
- Implement Sales Process
 - Acquiring a thorough understanding of key account needs and requirements
 - Proposal revision, negotiation and closing
 - Contract negotiation / renewals

- Project Kick Off
- Post sales evaluation
- Deliver monthly reports and forecasts to the Sales Director and Subsidiary / Unit Director using internal sales tools
- Participate in planned corporate and marketing activities during the year

Profile we are looking

- We are looking for smart, good spirit, talented people!
- You must be a passionate about software, a great team player and have a strong sense of work ethic, responsibility and commitment;
- You must be eager to learn and be challenged every day;
- Excellent communication skills (verbal and written);
- Proven customer relationship experience;
- Previous experience in team management and managing unit / region / subsidiary operations;
- Fluent in French.
- Fluent in English.

We will also value the following

- Experience in Hospitality.
- ICT related degree

What we offer

- An exciting role on an established company that has been growing sustainable year on year;
- Great Office environment with fully equipped staff kitchen, free beverages (coffee, tea,...);
- Great working environment and to be part of a new project, in a newly opened subsidiary in France.

Please send your resume in English to jobs@noniussoftware.com with reference KAM2201FR.