

Excellence is the key at OBRELA SECURITY INDUSTRIES. We provide optimum services to the most demanding high-profile clients by developing and sustaining their operational security capabilities.

If you too are as enthusiastic and passionate about thriving in a competitive enterprise environment as we are, we urge you to join our elite team! We are looking for hard working, motivated and out of the box thinking minds that would contribute and complement our organization’s vision.

**About the OBRELA Team**

Our executive team combined with our team of experts in security, networks and systems management, provide the ground for a stimulating working environment that is energized by the creative process, promotes initiative and critical thinking and provides the framework for flexible work conditions and mutual respect throughout the organization.

**Our company offers:**

* A competitive compensation package dependent upon candidate’s experience and qualifications
* Career development opportunities
* On-going theoretical & hands-on training
* Motivating and modern working environment

Qualified applicants can forward their CV quoting reference code(s) to: **career@obrela.com**

All applications will be held and treated with confidentiality.

## Position: Account Manager

As an Account Manager working for Obrela Security Industries (OSI) you will be responsible for selling OSI’s products/services to potential customers, as well as maintaining business relationships with particular customers in order to ensure future sales.

**Key Responsibilities**

* Engaging in Sales Campaigns by contacting existing and potential customers on a daily basis
* Updating OSI Customer Relationship Management system by summarizing the results of telephone calls or meetings with customers and any additional actions required, including follow-up calls
* Maintaining and improving the overall customer relationship, delivering reliable administrative support and customer service
* Finding out what information, products or services the customer requires to meet his/her needs, providing clear, accurate and relevant information
* Sales activity planning, including reviewing existing customer files to identify sales opportunities
* Clearly articulate the breadth and value of the OSI’s products/services
* Liaising with internal departments to ensure service delivery meets expectations – KPI, SLA, customer service, etc. Also to contribute to the development of new products and services, based on customer feedback
* Resolving customers’ queries within agreed authority
* Drafting of sales proposals from source documentation and a corporate knowledge bases to address customer requirements

**Required Skills and Qualifications**

* Sales experience
* Bachelor’s degree, preferably in Computer Science
* Willingness to learn
* Good interpersonal and communication skills
* Good document-writing and presentation skills
* Proficient in English & Greek, both in written & verbal communication
* Presentable, Energetic, Self-motivated and team player

As part of the interview process, candidates may be required to actually demonstrate their knowledge and expertise in the aforementioned areas.

We collect Personal Data in response to employment listings. If you choose to submit your CV (career@obrela.com ) you are authorizing OSI to utilize this information for all lawful and legitimate hiring and employment purposes (i.e. contact for arranging an interview) and store them for one (1) year. OSI also reserves the right, at its sole discretion, to forward the information you submit to its parents, subsidiaries, and affiliates for legitimate business purposes related to hiring and employment purposes.

**Collected Personal Data:**

* **Demographic Data**: Name, Surname, Father’s Name, Age, Home Address
* **Identification Data**: email address
* **Education & Career Related Data**: Work experience, Job title, Educational background