**Key Account Officer**

**An energy company is seeking a key account officer for its Sales Dept.**

Responsibilities

* Personally handling a portfolio of Key Accounts of the company
* In coordination with Management set & achieve sales targets
* Up to date/in depth knowledge of all accounts he is responsible for
* To possess at all times an up to date knowledge of the market/industry, i.e. key figures for accounts responsible for, and know/understand competitors
* Achieve volume & return targets
* Hit all reporting deadlines on time
* Liaise with all departments within company, ensuring effective internal communication, i.e. customer service team, ensuring high service levels; Credit/Finance team, to ensure speedy resolution of any payment issues within the guidelines set.
* To continually analyze sales and margin performance versus target, and to take appropriate action to remedy any gaps
* To work close with marketing department to ensure effective co op marketing activity.

Skills

* Technical Degree or Degree in Business Administration/Marketing or related field
* Fluency in English language
* Minimum 3 yrs of proven track record preferably in energy sector or similar position
* ‘’Hands – on’’ person, as 85% of his job will be in the field
* Flexibility to travel within the country
* Ability to work autonomously with ‘can do’ attitude
* Ability to communicate with individuals at all levels and of all cultures.
* The ability to set clear goals, provide regular updates and deliver on deliverables.
* The personal charisma required to be an ambassador for the company
* The ability to understand and personify the culture and image of the company
* Ability to measure the actual performance and take the corrective action needed
* Strategic thinking, ability to see ‘’the big picture’’
* PC skills that include an excellent standard on MS Office
* Strong planning and organization skills
* Pro active approach with high energy, drive and determination
* Hard working, Motivated and Enthusiastic
* Drive for results
* Strong leadership and entrepreneurial skills
* Strong analytical & numerical skills

The company is offering a competitive package as well as opportunity for professional development in a creative work environment. CVs in the following e-mail address**: hr\_energiaki\_etairia@yahoo.com**