

Spitch AG is a fast-growing company in the field of professional collaborative AI solution for enterprises. With a team of 100 employees, we serve customers in Central and Eastern Europe, the Arab world and the Americas.

In order to further expand our strong growth in our home market, we are looking for a committed and open-minded person for Switzerland in the role of

Account-Manager Romandie

As an Account Manager, you will be responsible for building a trusting, long-term customer relationship and ensuring strong customer satisfaction with existing and potential customers.



Your tasks:

- Find, identify, develop and attract customers to the Spitch solution portfolio.
- Finding and developing partners for the Spitch product range.
- Further strengthening and expanding the Spitch image in the Swiss market, especially the Romandie.
- Develop and support further strategies with existing customers.
- Working closely with our solution delivery team and integration partners.
- Conducting personal and virtual customer meetings as well as company presentations.
- Represent the company at events and trade fairs.

- Customer and sales-oriented behavior.
- Ability to manage and develop multiple customers at the same time.
- Ability to work in a geographically dispersed international team.
- Perfect written and spoken French.
- Good written and spoken English skills.
- Good written and spoken German skills.
- Several years of experience in selling software and/or IT solutions.
- Excellent listening, negotiating and presenting skills.
- Strong verbal and written communication skills.

Requirements

- Ability to identify, develop and close customer opportunities from A to Z.
- The ability to demonstrate business value.
- Ability to understand semi-technical matters and render them in business language.
- Ability to communicate effectively, be present and influence at C-level.



We promote flexible working between home office and office.

Interested?

Please send your application documents today to stephan.fehlmann@spitch.ch.