



Insight Enterprises, Inc. is a leading provider of IT products and services to businesses, government and educational institutions in North America, Europe, Middle-East, Africa and Asia-Pacific. Insight's offerings include brand name computing products, software and advanced IT services. The Company has approximately 4,500 teammates worldwide. Insight is ranked number 570 on Fortune Magazine's 2006 'Fortune 1000' list.

For our office in Milan, Italy we are looking for an:

Enterprise Account Manager

looking to join an organisation with an enviable reputation in terms of global growth and employee investment!

Role proposed:

- Sales external role at 80 % of time, client portfolio made by Italian clients, mainly multinational Italian companies
- Find new clients in the enterprise market (from 2,000 desktops on)
- Develop existing clients by selling all Insight Lines of Businesses (Software and Services)

Responsibilities:

- Grow revenue and margin in the assigned clients and prospects
- Assume full ownership in respect of all Insight activities with a client
- Used to work with scorecards: weekly pipeline, sales forecast, number of external appointments, number of new opportunities per month)
- Give clear objectives to inside back sales office

Key Skills and Experience:

- Goal-driven, self-motivated, team-worker
- Strong commitment to sales results
- Presentation skills, negotiations skills and deal closing skills
- Minimum few years IT industry experience
- Working at a IT reseller or system integrator is a plus
- Excellent verbal and written communication skills
- University degree
- Language proficiency in Italian and English

Location

- Milano – Italy

Your contact

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