BITVENTURE

easydebit

Join our team as a

ACCOUNT MANAGER

Fintech | Software Solutions

Are you ready to embark on an exciting journey in the world of FinTech? Do you have a superpower of building relationships across a diverse portfolio of accounts, and providing exceptional client experiences? If YES, we want YOU to be a part of our dynamic and forward-thinking team as an Account Manager at Bitventure, a pioneering force in innovation.

WHY BITVENTURE?

At our core, we are driven by a powerful vision; to foster sustainable businesses by mitigating risks and boosting revenue. We are the catalyst for innovation and proudly embody the spirit of "Intelligence in Action". Our recent accolade in 2023, the Digital Transformation Award at Africa Tech Week, speaks volumes about our commitment to excellence.

WHAT'S IN IT FOR YOU?

Enter an environment where success is not just encouraged, but inevitable. As a Digital Transformation Industry leader, we offer career growth opportunities as we continue to scale and innovate. Experience a diverse and collaborative team, with competitive remuneration and recognition for your contributions.

WHAT ARE WE LOOKING FOR?

- Grade 12, and an advanced certificate (NQF level 5)
- At least 1 year + experience in account management
- Account management and sales skills (prospecting, negotiation, closing deals)
- Own/Reliable transport and being able to travel from time to time
- Good communicator and relationship builder, with a customer-centric approach in all interactions
- Attention to detail, and able to manage multiple accounts and projects
- Initiative and eagerness to continuously improve, and develop oneself

WHAT YOU WILL DO

- Account management - managing allocated portfolio of clients, resolving account-related queries and problems and maintaining a high level of client satisfaction within portfolio. Ensure stability by promptly addressing issues with new and existing accounts.
- Continuous improvement - Collect, analyse, and act upon customer feedback for continuous improvement.
- Revenue targets – meeting/exceeding revenue targets for allocated client portfolio, identifying opportunities for cross-selling or upselling and focusing on maintaining retention of portfolio. Driving long-term partnerships and customer loyalty.
- Administration and reporting – preparing regular reports and updates on allocated client portfolio and maintaining various software systems to ensure data integrity and functionality.