

Infobip is a world leader in mobile messaging and payments, with an in-house developed portfolio for enterprises, social networks, developers and mobile network operators. For more information you can visit www.infobip.com. As our business grows daily, we are seeking to recruit new members to join our team of enthusiastic and committed professionals. Contact us for the employment opportunity:

ACCOUNT MANAGER (Sarajevo)

We're a fast-moving company looking for a sales team member that wants to help build and scale our business. As an Account Manager you will share the responsibility for driving the continuous success of Infobip.

RESPONSIBILITIES:

- Managing a portfolio of accounts in order to maintain good relationships with clients.
- Identifying new business opportunities with existing customers and engaging in cross- and up-selling activities.
- Supporting the sales team in generating new businesses by analysing competitors and market intelligence activities.
- Consulting our clients on the best way of using our products and solutions, taking into account cost-benefit efficiency and increased revenue, while also engaging in other business ventures.

DESIRED SKILLS AND EXPERIENCE:

- Experience in client communication is a plus.
- Written and spoken fluency in English is mandatory.
- Excellent written communication skills - high-level literacy, using language with precision, easily presenting arguments and synthesizing reports.
- Good knowledge of MS Excel.
- Strong analytical and organisational skills, highly systematic.

WHAT'S IN IT FOR ME?

Learning - Our account managers go through an extensive training period and are considered experts in the industry.

Great environment – Wonderful team spirit, creativity and persistence are the drivers of our company. We are a fast-growing international company and you will be in the center of it all.

Compensation – We strive to provide a competitive benefits package that meets the needs of our employees and our business model.

Awesome clients - We serve and partner with the majority of the leading mobile operators, OTTs, brands, banks, social networks, aggregators and many more.

APPLY NOW AND GET INVOLVED IN SOMETHING GREAT!

If you're interested, we would like for you to tell us about yourself and why you're excited about Infobip. Please include whatever you feel would best help us understand your background and accomplishments. Visit our website and apply for this position on the following [link](#). If you have any questions feel free to contact us on careers.bih@infobip.com.