

ACCOUNT MANAGER - SOFTWARE SOLUTIONS

- **Melbourne CBD location**
- **Established, stable Tier-2 Provider**
- **Attractive Package plus Uncapped Performance Bonus**

DCA is an established database management and software development company committed to delivering leading-edge software products and services. We provide innovative data management solutions to Top 100 corporate businesses in Australia.

Due to growth, we are always on the look out for quality **Account Managers** to play a pivotal role in managing relationships with customer executives and developing new business opportunities.

Key challenges include:

- responding to client requests and managing resolution of problems
- presenting and demonstrating the range of products and services to individuals and groups
- sales activities including quotations, tenders and proposal writing
- evaluation and analysis of new business opportunities and reporting on findings
- working with clients to become intimate with project issues and the evolution of those issues in the general marketplace.

The ideal candidate has proven account management and/or consulting experience with IT solutions in large organisations and/or government departments. The role requires a strategic thinker with effective communication skills and logical decision making.

To apply, please email a current version of your C.V to careers@data.com.au quoting reference number ACCTMGR.

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