



Company	fastERA
Web site	www.fastera.com
Company HQs	Varese, Italy
Company profile	Multinational group of companies focused on system integration and cloud solution, selling primarily to midmarket enterprises
Company product and service portfolio (main)	Cloud solutions, system integration solutions, software factory
Job title	ICT Account Manager
Job Location	Varese or Milano, Italy
Covered market (typical potential customer)	Midmarket enterprises (typically 10-100 PCs) needing support/relief/solutions for their ICT needs, primarily in the Milan region (Lombardia) and occasionally in Ticino (Switzerland)
Reporting to	Sales Director (CEO acting)
% of traveling time	60%+
Starting date	ASAP
Job primary responsibilities	Hunting of new end customers Sales of ICT cloud and system integration solutions
Required Competences	Profound understanding of cloud and ICT system integration matters Ability to do technical sales in an ICT environment Ability to build ICT customer quotes, with minimal support from the technical team Accurate forecasting and pipelining Previous ICT sales or pre-sales position
Required Skills	Customer empathy; Passion for sales and customer contact Customer understanding and astute commercial approach Achievement-oriented; Persistence, resilience, determination; Hard worker Proactiveness, autonomy Willingness to achieve and to improve, every day Transparent and collaborative approach; Teamwork with product BUs
Previous experience	Sales or pre-sales in an ICT company, preferable in touch with cloud and system integration solutions
Package	Permanent hiring; Attractive base + lucrative commissions; Company phone; Company Car
Language skills	Italian: mother tongue or equivalent English: fluent in reading, acceptably fluent in listening and talking (part of the Interview will be conducted in English language)
Please supply your in CV in:	Italian or English language