

Adapt IT Vacancy

Account Executive

Location: JHB
Business Unit: Energy

Description:

Adapt IT is seeking an experienced Account Executive to join their Energy Division, headquartered in Johannesburg.

As an Account Executive (AE), you will serve as the senior level liaison and executive for strategic clients within the Energy Division. This is an excellent opportunity to interface with Executive Leadership both internally and externally. You will use your years of expertise to grow our business through renewal, retention, and up-sell of existing clients. Your understanding of the Energy, Oil & Gas and Petrochemical environment, as well as keeping up to date on market trends, will enable you to position programs and solutions effectively to client decision makers.

Education, Qualification and Experience:

- Bachelors' Degree or relevant experience
- At least 5 years of cumulative senior level account engagement or equivalent client-facing experience in Energy, Oil & Gas and Petrochemical industry
- 5+ years of experience managing large, national and multi-national Energy, Oil & Gas and Petrochemical accounts, with associated performance targets.
- Senior IT Consulting and Digital experience.
- Ability to develop, customize, facilitate and deliver clear and concise strategic plans and presentations.

Knowledge and Skills:

- Leading the strategic Energy accounts and having full ownership of client satisfaction and service delivery within these accounts.
- Leading client up-sell opportunities through utilizing your consultative selling skills by recommending solutions to meet key client needs.
- Facilitating client meetings to highlight performance and program value.
- Executing and negotiating client renewals by building existing relationships and develop new strategic relationships with key client stakeholders.
- Monitor, track and make recommendations to deliver on financial projections.
- Spearhead the growth, revenue and opportunities for the assigned client of business.

- Ability to think strategically across multiple disciplines, look long term and communicate in a professional manner is critical.
- Use effective account management skills to drive business including managing accounts planning (jointly develops and supports sales/marketing plans)
- Implement overall business strategies to ensure that the customer development meets or exceeds the divisional and group objectives.
- Work closely with Senior Management, Marketing and Delivery teams across the group to develop and execute the customer strategic map.

Adapt IT is committed to successfully implementing employment equity initiatives that actively promote our Broad-Based Black Economic Empowerment (B-BBEE) policy.

Closing date:	31 July 2019
Contact person:	Absai Gama
Contact Details:	Absai.gama@adaptit.co.za
Telephone:	010 494 0082
Position status:	Vacant