

Account Manager – Basel, Switzerland

The Company

Mango Solutions is a data analysis and software solutions company headquartered in the UK with offices in Switzerland, China and the USA. We deliver tailored training, analysis, consulting and software around the globe and assist our customers in harnessing the power of complex statistical analysis to support business critical decisions.

The Position

Our Basel office is currently recruiting for the full-time position of an Account Manager who will identify, develop, and close new opportunities. The successful candidate is a customer-oriented team player with strong verbal and written communication skills in German and English.

Key Responsibilities

- Drive business prospecting, negotiating, and closing deals from initial contact through signed agreements
- Work closely with the technical staff to sell enterprise software systems and consulting services
- Develop and communicate project proposals and presentations
- Integrate well with our international sales team

Your Profile

- Demonstrated track record of achieving and exceeding sales goals
- Three or more years of direct sales experience in pharmaceuticals, biotech, or financial services.
- Highly motivated – self-starter
- Excellent presentation skills
- Understanding of analytical softwares and environments
- Skilled time management with the ability to prioritize goals and successfully move deals through sales cycle
- Proficient with MS-Office, CRM systems, and web-enabled presentation software
- Fluent in English and German

If this position is of interest to you, please submit your resume or CV to careers@mango-solutions.com or contact us directly under this email address for further information.