

Account Manager – new opportunities 2018

RecomIT Inc USA is seeking Account Managers for the American markets.

RecomIT Inc is a top, global independent distributor/broker of branded high end IT products. We focus on optimizing our customers profitability, and their availability of new and used hardware at world best pricing. Furthermore, we are known for a high level of customer service and as problem solver in every aspect of the business.

RecomIT Inc is a subsidiary of the Danish company Recomit A/S. Recomit A/S was founded in 2011 and we have customers widely all over the world, and as well a comprehensive global network of trusted partners. Recomit A/S has been profitable since the start and our growth has been with an increasing pace and without external funding. We are often being recommended by our exciting customers as a reliable partner.

You can learn more about Recomit A/S at www.recomit.com

Job description:

The RecomIT Inc operation was launched in 2017, and we have built a solid foundation of satisfied customers and channel partners. As Account Manager, you will represent RecomIT Inc in USA and strengthen our sales in the Americas, and refer direct to the management team.

Your main responsibilities:

- Build your own customer portfolio
- Selling IT hardware to resellers, datacenters, ISP's, hosting- and cloud providers
- Ensuring ongoing customer satisfaction
- Focused, enthusiastic and persistent work towards both customers and suppliers
- Active participation in sales-related campaigns

Skills and experience:

The job requires a great hunting spirit, entrepreneurship and engagement, and your personal skills are of great importance.

We expect that you:

- have minimum 1 year of experience - documented and successful from the IT distribution/brokerage business
- have a proven track record of revenue and profit from within the IT distribution/brokerage business.
- have demonstrated ability to build relationships to professional buyers of branded IT equipment
- have existing business and professional relationships in the Americas
- are structured and analytical with regards to sales planning, goal setting and evaluation of development
- are comfortable on phone for cold calling and account management
- have experience and are comfortable with working from your home with all of America as a district
- have excellent listening and communication skills – at all levels of an organization
- are self-motivated and have a winning mentality
- are a strong and fair team player
- have a well-developed multi-cultural understanding
- are fluent in English, spoken as well as written (any additional language is a plus)

For the right candidate there will be great opportunities for both personal and professional development in this job.



RecomIT Inc offers:

You will join a top, global independent distributor of IT hardware with a healthy culture who recognizes that customer and employee satisfaction go hand in hand. You will have a great responsibility and opportunity to influence your position from day one. Furthermore, you will be offered an attractive salary package with uncapped commission that corresponds to your effort and qualifications. You will work from home and we provide the necessary instruments needed for building your success.

We are working to occupy this job as soon as possible therefore please reach out asap.

(Should you by any means find the tasks of interest but do not live in the States, please feel free and contact us anyway as we do have positions other places as well.)

RecomIT Inc, One Capitol Mall, Suite 670, Sacramento, CA 95814

Mikkel Hansted, mh@recomit.com, +45 31 434 996

Morten Carøe, mc@recomit.com, +45 51 903 999