



Key Account Manager – United Kingdom

VAT Systems is an international consulting company, providing and fiscal representation and VAT recovery services to Key Accounts and Mid-cap companies in Europe.

Due to the development of our activities, we are currently seeking our

Key Account Manager – United Kingdom **Future Country Manager**

Your work in our company will start by an initial training period of several weeks in Paris during which you will be introduced to our methods and services. During this period your role will be to:

- Identify and pursue new business opportunities ; schedule and confirm sales meetings with prospects;
- Accompany the company's Account Managers on business meetings;
- Prepare service offers and ensure the follow-up until signature of the contracts.

At the end of your training period you will identify and pursue new business opportunities with Mid-caps and Key Accounts in the United Kingdom. Your role will be to:

- Schedule and confirm sales meetings with prospects;
- Visit the potential clients and finalize the contracts;
- Monitor the provision of services to clients as they are brought on board.

The ideal candidate shall have the following profile:

- An ambitious, self motivated, hard working and career minded sales individual, with a confident and friendly personality and with excellent written and oral communication skills ;
- Native English speaker ; other European languages are a plus;
- University degree in Sales, Finance, Economics or similar;
- Previous experience in a consultative business-to-business sales development position.

The position is based in Paris and in London and involves frequent travel.

The remuneration consists of a fixed salary and a bonus, with On Target Earnings of 50.000 € - 100.000€, per annum, subject to experience.

If you wish to be considered for this role forward your CV with photo and cover letter by e-mail to jobs@vatsystems.eu