

Job description

Account Manager, London

£20,000 - £25,000 basic plus excellent uncapped commission structure

Are you an empathic communicator and comfortable building and developing client relationships? Do you have experience in taking care of clients and advising them on their translation needs? This is an opportunity for an Account Manager to join a fast growing language services provider headquartered in the City of London.

The company has experienced substantial growth and success since their 2004 launch. The company offers translation and interpreting services internationally and is looking for an Account Manager to join our sales department.

As an Account Manager you will be the client's first point of contact for new sales enquiries. You will convert both inbound and prospecting sales. You will be an outstanding manager, who is driven by targets, can sell services and negotiate profitable deals effectively.

Key Responsibilities as an Account Manager:

- Responding to sales enquiries in line with company SLAs
- Identifying business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options
- Ensuring that the company remains proactive and responsive to prospective and existing clients
- Maintaining high levels of service knowledge
- Building strong relationships with clients and affiliates

Essential Skills:

- Experience in a B2B sales role
- At least 1 year of experience as Account Manager in the translation/language field
- Excellent communication skills
- A proven track record in exceeding sales targets
- Highly tenacious, driven and self-motivated
- Excellent relationship building skills

For more information and to register your interest in this role please get in touch right away – send your CV to rmastropietro@rosettatranslation.com or call 020 7248 2905 in the first instance.

About this company

Rosetta Translation is a leading language services provider in the UK. Rosetta is headquartered in London with two very successful branches in Shanghai and in the US.

Rosetta's services include document translation, transcription, interpreting, subtitling and localisation services across a total of 150 languages. The company has particular expertise in technical, legal, financial, and life sciences translation.

Rosetta Translation is a member of the UK **Association of Translation Companies** (www.atc.org.uk) and the **American Translators Association** (www.atanet.org). It has achieved both the ISO 9001-2008 standard (cert. no. FS 561529) and the DIN EN 15038 norm (reg. no. 7U225).

Rosetta was founded with the aim of providing high-end translation services to corporate clients. They added interpreting services to their product offering in 2005 and transcription and subtitling in 2006.

The company's rapid growth has been made possible by their unerring focus on delivering consistently high-quality work at competitive rates. The company is looking to maximise their strong market position by focusing on active sales in the new year.