

# Senior Account Manager – Itec Cape Town

VACANCY

## Duties will include but not limited to:

- A senior account manager's main role is to retain customers and nurture those key relationships over time. Ideally, they become a strategic partner and advisor to the client, discovering new opportunities to work together for mutual benefit.
- Developing trust relationships with a portfolio of existing customers to ensure they do not turn to opposition
- Acquiring a thorough understanding of key customer needs and requirements
- Expanding the relationships with existing customers by continuously proposing solutions that meet their objectives
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- Ensure the correct products and services are delivered to customers in a timely manner
- Serve as the link of communication between key customers and internal teams
- Resolve any issues and problems faced by customers and deal with complaints to maintain trust
- Play an integral part in generating new sales that will turn into long-lasting relationships

## Candidate Requirements:

### QUALIFICATIONS

- Matric
- Driver's License
- Experience in sales and account management

### Essential experience

- 5 Years' experience as a Key Account Manager and Business Development.
- Proven track record of success.
- Relevant Industry experience in Information Technology Sector with solution selling, software products as well as hardware.

### Desirable qualifications

- It is essential for the successful incumbent to have a passion for technology and innovation



Application closing date:  
**31 March 2026**



Kindly send detailed CV's to  
[careers@itecgroup.co.za](mailto:careers@itecgroup.co.za)