

Job Description:

1. Business Account Executive

Job Title: Business Account Executive

Green Dot Limited is looking for a results-driven Business Account Executive to join our growing team. If you have a passion for building strong client relationships, closing deals, and driving business growth, this is your chance to make an impact.

What You'll Do:

- Manage and grow a portfolio of business clients by understanding their needs and delivering tailored solutions.
- Develop and execute strategic sales plans to meet and exceed targets.
- Identify and pursue new business opportunities across various industries.
- Build and maintain long-term relationships with key decision-makers.
- Collaborate with our Marketing and Product teams to execute high-impact campaigns.

What We're Looking For:

- Bachelor's degree in Sales, Marketing, Business Administration, or related field.
- Proven experience in enterprise sales with a strong record of achieving targets.
- Exceptional negotiation, presentation, and relationship-building skills.
- Strategic thinker with excellent communication abilities.

Why Join Green Dot Limited?

At Green Dot, you'll be part of a forward-thinking company that values innovation, teamwork, and results. Enjoy a dynamic mix of office work, client visits, and opportunities to make a real difference in the telecommunications industry.