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**ACCOUNT MANAGER**

Reports to: Head of Account Management

Senior Sales role which requires proactive engagement with large and medium banks and financial institutions, understanding core requirements, communicating and showcasing Thomson Reuters proposition in financial sector, working with relevant internal and external stakeholders to develop business with targeted institutions.

**Main responsibilities:**

* Own and manage strong relationships with our clients in Banking sector;
* Develop strong understanding of Thomson Reuters products and services in Financial sector, Compliance and Risk;
* Be in charge of business development within particular area/portfolio;
* Define and execute account strategy;
* Retain and grow revenue in portfolio.

**Key requirements:**

* 7+ years proven successful track record of relationship management or sales in B2B in Russia/CIS;
* Must have excellent communication/interpersonal skills, and demonstrate a track record of building long-term relationships at C-level
* Fluent English;
* Knowledge of Thomson Reuters products and services is an advantage, but is not essential.

**Terms & Conditions:**

* Fix salary + Commission plan. Salary will be determined based on a candidate’s profile/background;
* Health Insurance (incl. spouse and kids);
* Corporate pension plan;
* Meal allowance;
* Mobile phone.