https://easydo.co/job/junior-sales/

Junior Sales | Account Manager (IT Experience Required)

Hiring organization
EasyDo Digital Technologies

Employment Type
Full-time

Job Location
Bucharest

Date posted
October 21, 2025

Description

Empowering our Clients with People-Driven Digital Innovation Across Europe

We are a Group managing digital IT services and solutions , driven by people, innovation, agility, and deep industry insight. We are working with the largest private and public institutions to deliver IT services and solutions.
Being an entrepreneurial digital services group with a Human-Sized Tech Company, we are built by passionate experts and led by seasoned leaders in IT and digital transformation.

Responsibilities

- Assist in identifying potential clients through market research.
- Manage and monitor relationships with consultants within your scope by defining their career path and directing their relationship with clients.
- Be the main point of contact to ensure consultant satisfaction.
- Work closely with the recruitment and sales team
- Monitor key performance indicators related to business and recruitment activities.
- Provide administrative and operational support for ongoing accounts and business opportunities.

Qualifications

- Minimum **1 year of experience in an IT-related environment** (e.g., IT recruitment, IT sales, account management on technical projects, or collaboration with technical teams).
- Previous experience in **sales or account management** is required.
- **Fluent or conversational French** is highly valued and considered a strong asset.
- Strong understanding of **IT terminology and technical roles**.
- Excellent **communication, negotiation, and client relationship management** skills.
- Proactive, results-driven, and collaborative mindset.
- Interest or experience in **business development** is a plus.
- Familiarity with **LinkedIn Recruiter, job boards, or similar sourcing platforms**, useful for staffing and client support activities.

Job Benefits

We offer:

- Competitive salary and the opportunity to have a meaningful job where you can make a difference
- The chance to continuously evolve as a professional
- Medical insurance & Meal tickets. Variety of training opportunities

Join Us at EASYDO

With a team of 250 dedicated professionals, we combine technological excellence with a people-first culture. We believe in empowering talent, nurturing careers, and building long-term trust with our clients and our teams. Contact our Talent Team by email to hiring@easydo.co Or visit our careers portal: https://easydo.co/career/