



HR Buddy Ltd.



#JOB-2426832



Unit 2, The Courtyard, Fair Hill, Killarney, Co.

Kerry, V93 N8XN



No of positions : 1



Paid Position



37.5 hours per week



64000.00 Euro Annually



05/01/2026



02/02/2026

How to apply

Application Method :

Not available



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Account Manager

Application Details

In order to work in Ireland a non-EEA National, unless they are exempted, must hold a valid employment permit. Please review the [Eligibility and requirements for an employment permit](#) if you are unsure of your eligibility to apply for this vacancy.

Job Description

Duties and Responsibilities:

- Manage Irish team, including business development managers, presales and account managers, technical engineers.
- Manage Irish account portfolio and coordinate with HQ in dealing with customer requests regarding order processing/sales activities.
- Manage marketing in Irish market, work out the marketing strategy with featured products, based on international industry technology development.
- Identify channel customers' needs and requirements, and analyze customers' reactions to all aspects of the product, price, post-sales service, etc.
- Make quotations, track shipment and payment, deliver and install the products.
- Analyze sales figures, and assist the marketing department.
- Maintain a long-term relationship with existing channel customers and recruit additional channel partners.
- Drive target setting process, strategy formulation and action planning across programs, operations and key support functions to achieve the partner objectives.
- Recruit and provide induction and training to junior staff.

Skills, Qualifications and Experience Required

- Proficiency in Chinese Mandarin and English. The account manager needs to coordinate between the local team and HQ in China, mobilize resources from HQ's production, R&D, after sales, and tech teams to best support and facilitate new sales, and also interpret local customer's requirements and feedback market information back to HQ on a regular basis. Possess 5 years or more of relevant work experience.
- Strong knowledge of CCTV, alarm, access control, door entry, video conference, VMS, cloud storage, video wall, video/audio matrix, network and industrial drone products.
- Good project experience in Artificial Intelligence, smart city, intelligent transportation, retail, smart building and telecommunication.

- Strong knowledge of MS office applications and CRM/Salesforce systems.
- Strong knowledge of SaaS B2B systems.
- Good at handling pressure
- The ability to learn new technologies fast
- A positive attitude
- Initiative, honesty and integrity

- This vacancy is suitable for Remote/Blended working
- **Sector:** administrative and support service activities

Career Level

- Managerial