



If you are looking for a new way to challenge yourself we may have the right opportunity for you!

Balkan Services is an IT consulting company helping organizations to nail the right software solution for their growing business and implement it in the fastest, most efficient, and smooth way.

In relation to new projects and increased work volume, our team is growing.



We are looking for: **Commercial Account Manager** (Enterprise B2B Software)

Turning business ambition into operational reality. Together.

At **Balkan Services**, we partner with organizations to transform business goals into measurable results through consulting, enterprise software, data, and technology. We believe successful digital transformation starts with understanding the business, building trusted relationships, and delivering solutions that create lasting value.

As we continue to grow, we're looking for an experienced **Commercial Account Manager** who enjoys building long-term partnerships, understands complex business environments, and is motivated by creating meaningful outcomes for clients—not simply closing the next deal.

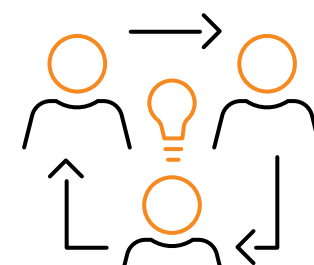
Your Role:

As a **Commercial Account Manager**, you'll be the trusted commercial partner for a portfolio of prospects and existing clients, helping them identify opportunities to optimize, digitalize, and grow their business.

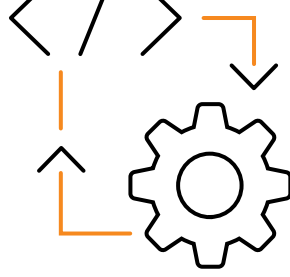
You'll take ownership of the full commercial lifecycle—from identifying new opportunities and initiating client conversations to negotiating agreements and developing long-term customer relationships.

Working alongside our consulting teams, technology partners, and enterprise clients, you'll coordinate the commercial process and contribute to delivering solutions that create measurable business value. As an integral part of our sales team, you will report directly to our Sales Manager and collaborate closely with colleagues to align strategies and drive collective success.

Success in this role is built on credibility, business insight, and the ability to build trusted relationships with customers, partners, and colleagues across the organization.



Key Responsibilities:



- Develop new business opportunities and build a sustainable portfolio of enterprise B2B clients.
- Manage the full commercial lifecycle for enterprise software solutions, software licensing, and professional services.
- Build and nurture long-term relationships with key customers, strategic partners, and technology vendors.
- Understand clients' business challenges and recommend solutions that support their strategic objectives.
- Coordinate with consulting and delivery teams to develop commercially successful customer engagements.
- Prepare commercial proposals, contracts, and licensing documentation with a high level of accuracy.
- Maintain an up-to-date sales pipeline and customer information within the CRM system.
- Represent Balkan Services at customer meetings, business events, conferences, and networking initiatives.

What We're Looking For:

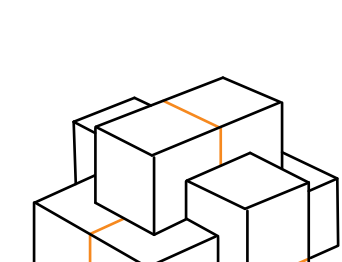
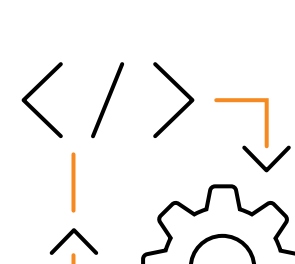
We're looking for someone who combines commercial excellence with business curiosity and enjoys creating lasting value through trusted client relationships.

Your Strengths

- Significant experience in enterprise B2B sales, ideally within the IT or business software industry..
- Proven success in B2B sales within enterprise or corporate environments.
- Strong understanding of the IT industry or experience selling enterprise software solutions such as ERP, BI, Cloud, Data, or other business technologies.
- Good knowledge of software licensing models and vendor licensing policies.
- Advanced-level English, both written and spoken.
- Confidence in negotiating and managing high-value commercial opportunities.
- Strong business acumen with the ability to understand complex organizational challenges.
- Experience using AI tools responsibly and effectively to improve productivity and decision-making.

You'll Thrive in This Role If You...

- Build trust before making a sales pitch.
- Ask insightful questions before proposing solutions.
- Enjoy understanding business challenges rather than simply selling products.
- Take ownership and consistently deliver on your commitments.
- Approach challenges with curiosity and a solution-oriented mindset.
- Bring positive energy to every client and team interaction.
- Value collaboration and believe that the best outcomes are achieved together.
- Are organized, detail-oriented, and committed to maintaining high professional standards.
- Believe that the strongest customer relationships are built over time.



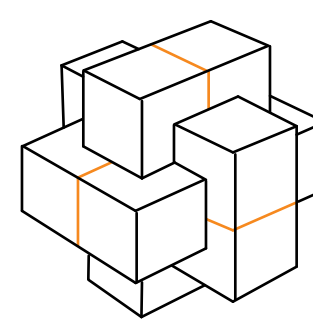
What You'll Find at Balkan Services:

- The opportunity to work on high-impact digital transformation projects for leading organizations across Bulgaria and Southeast Europe.
- Collaboration with globally recognized technology vendors, including Oracle, Qlik, and other industry leaders.
- Access to experienced consultants, solution architects, and delivery experts who support complex customer engagements.
- The opportunity to work with enterprise software solutions that create measurable business value.
- A collaborative environment where initiative, professionalism, knowledge sharing, and continuous learning are genuinely encouraged.
- The autonomy to take ownership, contribute ideas, and make a visible impact on business outcomes.
- A competitive compensation package aligned with your contribution and results.
- Continuous professional development through international training, certifications, partner programs, and industry events.

ARE YOU INTERESTED?

Then we look forward to receiving your application online at jobs@balkanservices.com

The first part of our recruitment process is a task that we will send to approved candidates.



The second part of the recruitment process will be an interview with the candidates who succeeded with the task.