



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 & IT Sales

Turning business ambition into operational reality. Together.

At Balkan Services, we help organizations turn business goals into measurable results through consulting, enterprise software, data, and technology.

We're looking for an experienced Commercial Account Manager who knows that successful B2B sales is about more than closing deals. It's about understanding the business, building trust, identifying the right opportunities, and bringing the right people and solutions together.

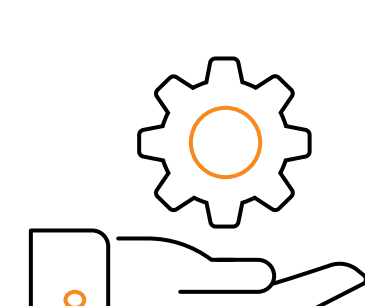
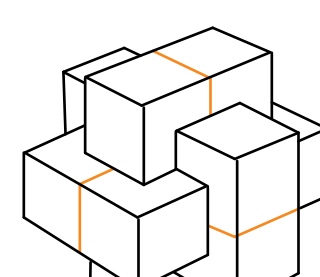
The Role

You'll manage a portfolio of prospective and existing enterprise B2B clients, developing new business while building long-term customer relationships.

You'll own the full commercial lifecycle — from prospecting and initiating conversations to understanding business needs, developing opportunities, preparing proposals, negotiating agreements, and growing existing accounts.

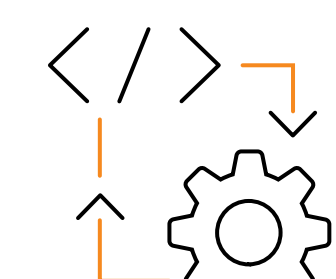
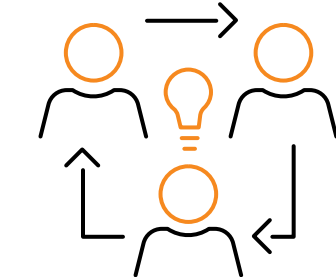
You won't be selling a single product. You'll work with our consulting teams, technology partners, and solution experts to identify and shape enterprise software and technology solutions that address real business challenges.

The role combines business development, consultative selling, account management, and commercial ownership.



What You'll Do

- Develop new business opportunities and build a sustainable portfolio of enterprise B2B clients.
- Manage the sales lifecycle for enterprise software, IT services, software licensing, and professional services.
- Build trusted relationships with decision-makers, customers, technology partners, and vendors.
- Understand business challenges and connect them with the right ERP, BI, Cloud, Data, SaaS, and other business technology solutions.
- Work closely with consulting and delivery teams to shape commercially successful customer engagements.
- Lead commercial proposals, negotiations, contracts, and licensing discussions.
- Maintain a healthy sales pipeline and CRM.



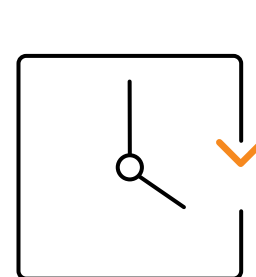
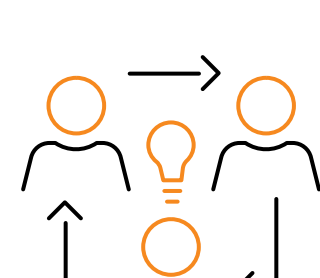
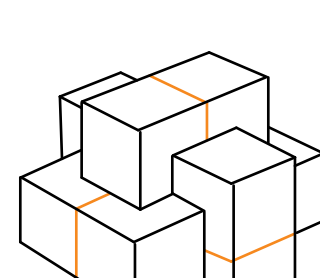
What We're Looking For

You may be a strong fit if you have:

- **Experience in enterprise B2B sales, IT sales, software sales, or business development**, ideally in the IT or business software industry.
- A track record of managing complex B2B sales opportunities and building relationships in enterprise or corporate environments.
- Understanding of **enterprise software and business technologies** such as ERP, BI, Cloud, Data, or SaaS.
- Experience with software licensing models and vendor relationships.
- Strong business acumen and the ability to understand complex organizational challenges.
- Confidence in commercial negotiations and high-value sales opportunities.
- Advanced English, written and spoken.
- **Strong AI literacy and hands-on experience using AI tools to improve sales productivity, from account and market research to prospecting, customer engagement, and decision-making.**

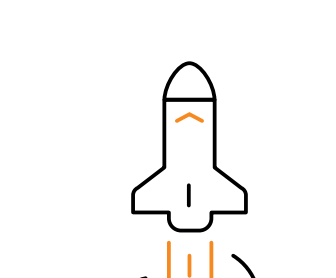
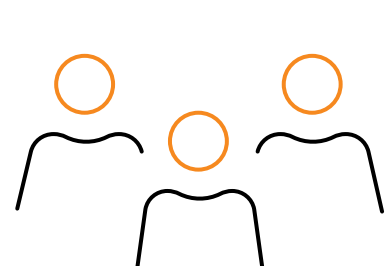
You'll Probably Recognize Yourself Here If You...

- Ask questions before presenting a solution.
- Are genuinely curious about how businesses work and what makes them successful.
- Build trust before making a sales pitch.
- Enjoy complex conversations with different stakeholders and decision-makers.
- Take ownership of opportunities and follow through on your commitments.
- Can move between business conversations, commercial details, and collaboration with technical experts.
- Prefer building relationships that develop over time rather than chasing the next transaction.



What You'll Find at Balkan Services

- Complex digital transformation and enterprise technology projects with leading organizations in Bulgaria and Southeast Europe.
- The opportunity to work with technology partners such as Oracle and Qlik, alongside experienced consultants and solution architects.
- Real commercial ownership and room to shape how opportunities develop.
- Continuous learning through international training, certifications, partner programs, and industry events.
- A collaborative environment where initiative, knowledge sharing, and professional standards matter.
- Competitive compensation aligned with contribution and results.



**If you recognize yourself in this role,
we'd be happy to meet you.**

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

**Let's transform business ambition into
operational reality. Together.**