



Vacancy

JOB TITLE

Mobile Specialists Account Manager

DEPARTMENT

Sales

An exciting opportunity has arisen for a specialist Mobile Account Manager who will be responsible for developing B2B mobile business with new and existing customers, maintaining a long-term relationship with our customers and maximising sales opportunities within them. This role is predominantly desk based.

This role will suit someone interested in developing their mobile career within a company environment and who is prepared to assume responsibility and initiative in a fairly autonomous role.

Competitive salary and generous OTE package.

RESPONSIBILITIES

- Achievement of monthly sales targets
- Identify and progress sales opportunities within existing and new customers together with handling customers' day to day requests
- Develop your own opportunities through telesales activity
- Meet the Company's expectation to keep up to date with the continuous changes in the mobile industry
- Create good working relationships with clients through excellent customer service
- Ensuring that all activity is recorded on a timely basis within the CRM and billing software (Salesforce and Ability)
- Production of carefully considered business quotations to customers
- Production of pipeline forecasts, budgets and management information in close liaison with the finance department



REQUIREMENTS

- Keen understanding of the mobile industry and marketplace
- Excellent communication skills both written and verbal
- Strong IT skills with a competence in and understanding of Microsoft Excel and CRM usage
- Proven track record of successful account management and relationship building skills
- Results orientated desire to achieve and exceed targets
- Proficient understanding of financial targets and the ability to forecast sales.
- Experience of project management and collaboration with 3rd party suppliers
- Excellent organisation skills

FURTHER INFO AND TO APPLY:

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Sales Support Manager

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