



Vacancy

JOB TITLE

Account Manager

DEPARTMENT

Sales

LOCATION

Camberley, Surrey

JOB BRIEF

A fantastic opportunity has arisen to join our rapidly growing Account Management team. The role is responsible for managing existing customers, maintaining a long-term relationship with accounts and maximizing sales opportunities within them.

This role will suit someone interested IT and Telecoms.

Competitive salary and generous OTE package.

RESPONSIBILITIES

- Identify sales opportunities within existing customers.
- Meeting all KPI's, SLA's and targets.
- In-depth planning is required for all existing customers prior to appointments.
- Monthly telesales day making appointments.
- Manage and solve conflicts with clients.
- Handling customers' requests from start to end.
- Keep in regular contact with your customers.
- Attend new business appointments when required.
- Responsible for the development and achievement of sales targets.
- Manage customers' expectations, in particular timeframes.
- Updating of accurate CRM information (Salesforce).
- Pipeline and Forecasting to be updated at all times.
- You will act as the key interface between the customer and all relevant departments, PCT, Accounts, Technical Support and SMT (Senior Management Team).



REQUIREMENTS

- Excellent communication skills both written and verbal.
- Maintains a customer focused approach at all times.
- Strong account management and relationship building skills.
- Knowledge of IT or Telecoms desirable.
- Can demonstrate high levels of competencies.
- Self-motivated and career driven.
- Compliant to department standards.
- Team player.
- Aptitude toward understanding new technologies and solutions.
- Desire to Achieve and exceed targets.
- Results Orientated.
- Experience of managing SME's and larger decision makers at head office level.
- Highly self-motivated.
- Project management and collaboration with 3rd party suppliers.
- Any other task deemed necessary by the SMT (Senior Management Team).

Candidates must be self-motivated and possess a willingness and ability to work proactively on their own. They will need to demonstrate prior experience in a sales environment. Good IT skills, and an organised approach to work will be highly advantageous.

NOTE

This job description is not intended to be all-inclusive. The employee may perform other related duties as required to meet the ongoing needs of the organisation.

HOW TO APPLY

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