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Job Summary

Company

Robertson Sumner Ltd

Location

Guildford, HC

Industries

Computer Hardware

Computer Software

Computer/IT Services

Job Type

Full Time

Permanent

Years of Experience

1+ years

Career Level

Experienced (Non-Manager)

Salary

£23,000.00 - £75,000.00 per year

Including Commission + Benefits + Car Allowance

Job Reference Code

RS13/J1792b - 18/07

Contact Information

Robertson Sumner Ltd

Phone: 01753 278000

Customer Account Manager – Leading IT Service Provider

About the Job

Customer Account Manager – Leading IT Service Provider

Offering fantastic career progression and uncapped remuneration you can become part a driven and passionate team of IT Sales professionals who pride themselves on the service they provide. Join a company that has been recognised as one of the Sunday Times best 100 companies to work for!!

Known for their commitment to outstanding customer service and their ability to save companies time and money this is the perfect opportunity to become part of a forward thinking, award winning company who are partnered with some of the biggest names in the IT industry including Microsoft, Netapp, Citrix and Oracle. They are passionate about what they do, and are experts at identifying companies frustrations and delivering a cost effective and reliable solution to resolve this.

Customer Account Manager – The Candidate:

- Strong IT Sales experience within an account management focused role
- Excellent negotiation and relationship development skills
- Ability to recognise and understand customers' business problems
- Identify needs and adapt/match solutions according to their requirements
- Proven track record of meeting / exceeding sales targets
- Ability to learn new products / technologies
- Ambition to succeed; desire to be very successful in sales.
- Owns a car and holds full driving licence
- Excellent telephone and face-to-face sales skills

Customer Account Manager – The Role:

To sell relevant IT solutions, services and associated products to a variety of different commercial organisations within the designated territory, ensuring that customers' needs are satisfied and gross profit margins are adhered to. Main Tasks & Responsibilities within this role will include:

- Sell relevant IT solutions, services and associated products
- Identify potential new prospects whilst finding new contacts from the CRM database and other marketing activities and campaigns
- Develop and manage any accounts established
- Ensure regular contact is maintained with existing customers (minimum every 3-4 months)
- Keep up to date with new supplier products and releases
- Develop and manage excellent working partnerships with individual Suppliers (e.g. Oracle, Microsoft, Citrix)
- Liaise closely with Consultancy team to provide pre and post-sales support and assistance to customers as required
- Contribute to a team environment, sharing ideas for new business opportunities and marketing efforts
- Attend regular sales meetings

SEO: IT Sales, IT Sales New Business, IT Sales Business Development, IT Sales

Business Developer, IT Sales Inside Sales Executive, IT Sales Inside Sales Representative, IT Sales Internal Sales, IT Sales Telesales, IT Sales Telemarketing, IT Sales, Account Manager, IT Sales Account Management, IT Sales Account Development, IT Sales External, IT Sales Field Sales, IT Sales Lead Generation, New Business, New Business Account Manager, IT New Business, IT Account Manager, Business Development, IT Business Development Manager, Sales Development Manager

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