

Job Description

IT Account Manager (UK&I)

Description of role

Net Consulting Ltd is currently recruiting for an **IT Account Manager** to develop and manage a sales pipeline within the Legal Sector.

The successful candidate will be joining an expanding Sales team within a leading IT consultancy, specialising in Cyber Security, Performance Management (Network & Application) and Managed Services.

The head office is based in Cardiff, but location could be based within the M4 corridor.

The successful candidate will be responsible to develop a pipeline of sales opportunities in order to meet an agreed annual revenue target for the Enterprise sector. Execute the sales pipeline each quarter, providing weekly sales opportunity updates.

This is an excellent opportunity for someone from an IT legal business development background, to have a major impact on the future of the organisation.

Key accountabilities

- Develop a pipeline of sales opportunities in line with the company's overall business strategy
- Execute agreed annual sales revenue, above the minimum profit margin within focused Vertical Sector/s
- Provide weekly sales and account development updates to the Head of Enterprise actively and accurately utilising current reporting tools i.e. Salesforce and providing a full update at regular Enterprise Sales Team meetings
- Maintaining relationships with existing customers through pro-active account management

Responsibilities and duties

- Identify new business opportunities in Medium to Large Enterprises and within allocated Industry Vertical Sector/s
- Keep up to date with changes in customer buying patterns and specifically those that may impact revenue target and advise the management team
- Keep up to date with technology trends in the market and advise the management team
- Ensure Sales opportunities are accurately updated onto Salesforce on a weekly basis
- Arrange monthly customer account meetings to ensure that a high quality of service is being consistently delivered
- Work effectively with the commercial & business operations departments to achieve exceptional customer experience
- Work effectively with the marketing manager to maximise the effectiveness of sales & marketing campaigns

Person specification

- A minimum of 2 years Legal Sales and account management experience with the UK Technology sector

- Develop Sales opportunities with the highest ethical standards
- High standards of professionalism, integrity and confidentiality
- The Sales revenue expectation for the Account Manager up to £1m revenue

Working environment

- UK&I coverage with time spent both on customer sites, at partner locations and at the company offices
- Reports to the Head of Enterprise Sales
- Significant travel required, with occasional time away from home
- Customer hospitality events may take place on evenings and weekends

Benefits

- 25 days holiday per annum (pro rata, excluding Bank Holidays)
 - Benefit options (Contributory pension scheme, Private Medical Insurance, Life Assurance, Health & Wellbeing)
 - Brilliant opportunities to take on more responsibility and long-term career prospects
- To be considered for this exciting role please send an up to date CV to Fiona.
Williams @netconsulting.co.uk, highlighting your relevant experience and knowledge.