

Job Title	Senior Account Manager																
Department	Sales																
Responsible To	Sales Manager																
Job Description	<p>The prime function of this role is to obtain new business, create new opportunities and increase revenue. Strong closing skills are essential. This role requires a self starting attitude with the ability of being highly organised. Dealing with clients at all levels in a confident manner and have the ability to grasp new opportunities as they are presented. The successful candidate should have drive and determination with a "can do" attitude and a proven track record of sales closure in a corporate sales environment. In return we are offering a generous salary package with an uncapped commission structure; your sales ability will control your earnings in this growing sector.</p>																
Knowledge & Experience	<p>Qualifications</p> <ul style="list-style-type: none"> • Educated to A-level/GCSE or equivalent will be considered. • PC Literate. <p>Experience & Skills</p> <ul style="list-style-type: none"> • Understanding of key business issues and a proven track record in overcoming these issues utilising products, services and knowledge. • Qualification techniques and processes. • Analysis of financial data. • Understanding of business operations. • Effective and successful negotiation skills. • Presentation and communication skills. • Effective planning & organising experience. • Experience in delivering successful projects on time whilst meeting and exceeding customers' expectations. <p>Specific Requirements Essential</p> <ul style="list-style-type: none"> • Minimum of 3 years proven, successful and sustained sales track record within a similar company selling IT infrastructure, Managed Service Products and solutions. • Knowledge and experience of selling and delivering technology solutions across Networking, Infrastructure & Application Solutions incl. Professional Services, Maintenance contracts incl. break-fix & remote management solutions. • Absolute understanding of the sales cycle/process. • Success in managing high level commercial relationships. <p>Detailed understanding of one or more of the following:</p> <table> <tr> <td>Hardware</td> <td>Software</td> </tr> <tr> <td>HP</td> <td>Microsoft</td> </tr> <tr> <td>IBM</td> <td>Citrix</td> </tr> <tr> <td>Cisco</td> <td>Symantec/Veritas</td> </tr> <tr> <td>DELL</td> <td>Checkpoint</td> </tr> <tr> <td>EMC</td> <td>Computer Associates</td> </tr> <tr> <td>Toshiba</td> <td>McAfee</td> </tr> <tr> <td>Fujitsu Siemens</td> <td>Network Associates</td> </tr> </table>	Hardware	Software	HP	Microsoft	IBM	Citrix	Cisco	Symantec/Veritas	DELL	Checkpoint	EMC	Computer Associates	Toshiba	McAfee	Fujitsu Siemens	Network Associates
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<p>Key Responsibilities</p>	<ol style="list-style-type: none"> 1. Pro-actively generate new business opportunities, through one's own initiative and with the support and direction of the Sales Manager and develop core propositions and generate new business leads. 2. Follow up, support and action any potential new business clients as directed by the Sales Manager. 3. Cold Call prospective new business customers on a regular basis. 4. Generate a substantive sales opportunity pipeline and to achieve sales targets as defined by the Sales Manager. 5. Produce customer-specific proposals, and attend customer meetings and presentations, at all times aiming to persuade prospects/clients of the benefits of Symitry Ltd's products and services. 6. Manage the sales process from initial opportunity through to the securing of the client purchase order and ensure successful service delivery. 7. Attend and contribute to sales meetings, presentations and training courses, recognising one's own contribution to those events. 8. To develop and maintain knowledge and experience of relevant technologies. 9. To adhere to the companies rules and regulations (i.e. written or implied) and any changes or introductions which may vary from time to time as deemed appropriate. 10. To perform other such duties as may occur from time to time as instructed and agreed by the Sales Manager. 11. Adhere to the companies Quality procedures.
<p>Personal Attributes</p>	<ul style="list-style-type: none"> • To demonstrate a clear understanding of the business to be able to focus on core issues and develop sales strategies which will ensure Symitry Ltd are successful in winning profitable new business. • Able to manage client expectations to ensure that Symitry Ltd is able to deliver the required levels of service. • Able to identify key players in organizations and to possess the ability to convert business issues into solutions. • Self-motivated, disciplined, enthusiastic, resilient and possessing good networking and communication skills. • Enthusiastic and energetic with strong interpersonal skills • High level of self sufficiency/self learning • Consultative, creative and inquisitive approach to problem solving • Ability to handle and process large amounts of information and simultaneous tasks. • Strong commercial acumen • Excellent active listening skills • Readily takes initiative • Proven negotiation skills