

Account Manager



Location: Coventry, West Midlands, CV1 4JU

Salary: £30,000 - £36,000 + benefits and commission.

Contract: Full-time, permanent.

About Us:

To support continuing growth in the business, Syscomm are looking for a talented Account Manager to join our expanding team and promote the business in return for exceptional career growth and opportunities.

As a Cloud, Internet and IT Services Provider, Syscomm offer a broad range of innovative IT solutions from our own network with support coming from our modern office environment in Coventry. By blending Cloud, Security, Voice and Internet, Syscomm deliver truly end-to-end IT solutions into Public, Private and Reseller markets.

The role would suit an ambitious and self-motivated person looking for an exciting challenge within a high-tech company. You will develop strong and constructive relationships with new and existing clients, with a focus upon ongoing customer satisfaction, whilst developing their services with Syscomm.

The role:

The successful candidates will be primarily responsible for:

- Engaging with new and existing clients, gaining insight into their businesses to develop and position IT solutions that enhance their operations.
- Building close customer relationships that lead to excellent customer satisfaction
- Delivering a face-to-face account management process, and acting as a single point of liaison between the Customer and Syscomm's internal teams during and after the sales process.
- Preparing Customer facing presentations, quotes and supporting documentation
- Proactively generating leads and developing Sales activities to close new business and continue to develop these accounts post-sales.
- Representing the business at external networking, technical and marketing events

About you:

You will be a confident and commercially orientated professional with strong business acumen and a strong understanding of Syscomm's IT technologies, terminology and benefits. You will be an ambassador of the Company, attending face-to-face meetings with senior Client and Prospect personnel, and be able to present complex ideas with clarity. As an Account Manager, you will be concerned with our customers ongoing requirements and be able to coordinate project deliverables and act as a point of contact and escalation thereafter.

The role would suit an experienced Account Manager who can demonstrate success in a similar IT reseller or MSP type role.

Essential skills required:

- Experience with IT orientated B2B Account Management, Sales or Service Delivery role
- Personable and well-presented team player and a great company ambassador

- Full UK driving license
- Organised self-starter, able to plan and prioritise your own workload, report accurately, maintain pipeline and keep to deadlines
- Commercially and technically astute, and comfortable engaging customers at any level
- Customer focussed and able to handle Customer problems with professionalism
- An enthusiasm for IT, and a keenness to understand and stay current with emerging technologies.

What you will get in return:

The company offers a varied and dynamic role with fantastic opportunities to gain experience with a wide range of innovative and cutting-edge technologies. Syscomm host regular social occasions, and has a culture in which doors are left open for all staff to grow and excel within the company.

You must be eligible to work in the UK.

If you feel that you have the skills and experience to be successful in this role, then apply today!

NO AGENCIES PLEASE

For more info, please visit: <http://www.syscomm.co.uk/about/careers/>

Keywords: Account Manager, Business Development Manager, Customer Services Manager, Service Delivery Manager, Account Executive, Field Sales Executive, Inside Sales

Strictly NO agencies please.

Screening Questions

Do you have a valid driving license?

Are there any reasons why you would not have the right to work in the UK?

Are you available to start within 1 month of being offered a position?

Do you have at least 3 years of relevant experience?