

# Managed IT Service Account Manager



**Location:** Coventry, CV1 4JU

**Salary:** £32,000 to £40,000 basic + commission

**Contract:** Full-time, permanent.

## About Us:

A fantastic opportunity to join our team as an Account Manager to promote our portfolio of SME Managed IT Services in return for exceptional earning opportunities.

Syscomm offer a broad range of IT solutions from our own UK network, supported by our Coventry team. We deliver Cloud, Security, Voice, Network and WAN solutions, wrapped by our Desktop-to-Datacentre Support.

We're looking for an experienced Account Manager, with MSP experience, looking to take the next step and able to hit monthly sales targets within SME organisations. You will develop prosperous relationships with new and existing clients based around a strong technical understanding of the Syscomm portfolio.

## The role:

The successful candidate will be expected to be self-sufficient in:

- Engaging and developing new and existing clients,
- Positioning technical solutions to address business challenges,
- Building close customer relationships
- Delivering a face-to-face, routine Account Development process
- Acting as the customer interface during and after the sales process.
- Specifying, Costing and Preparing Customer facing presentations, quotes and proposals
- Assisting with delivery, including project initiation, equipment procurement and billing
- Developing Sales Enablement materials in conjunction with the Marketing Team
- Actively prospecting for new leads and progressing Sales activities to win new business
- Representing the business at external networking, technical and marketing events

## About you:

You will have strong business, sales and technical acumen and be looking to take the next step within a growth-centric organisation. You will have a proven MSP sales success, and possess thorough technical knowledge of SME IT solutions. You will be comfortable presenting complex technology with clarity to senior executives.

As an Account Manager, you will be concerned with our customers ongoing IT Sales and Service Delivery 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 role.

## You will possess commercial and technical knowledge across core Managed IT Services, including:

- Specifying, quoting and negotiating outsourced IT services
- Positioning MSP Professional Services and Maintenance Contracts

- Specifying and quoting Internet Access Solutions
- Specifying and quoting Hosted VoIP and UC Solutions
- Specifying and quoting Virtualisation, Cloud and On/Offsite Backup Solutions
- Specifying and quoting Network Security Infrastructure and Software
- Specifying and quoting Lenovo Server and PC/Laptop Hardware

**Essential skills required:**

- >3 years of MSP IT Sales success
- Great negotiating ability and experience influencing purchasing decisions
- Experience conducting service reports and reviews
- Full UK driving license
- Determined and persistent in finding and developing your own pipeline
- Commercially and technically astute
- Able to understand and sell complex technologies and be autonomous in typical IT solution design, commercial positioning and proposal writing around MSP IT
- Customer focussed and able to handle Customer problems with professionalism

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, Account Executive, Field Sales Executive, Inside Sales, Sales Executive, Account Director

**Strictly NO agencies please.**

Screening Questions

Do you have a valid driving license?

Do you 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?