

IT Sales Executive

Location: Knowsley, Liverpool.

Salary: £18 - £25,000 + Car Allowance (Dependant on experience)

Contract: Full time, permanent.

We are currently looking for an experienced UCC/Account Manager to join our growing team. The UCC/Account Manager will be responsible for driving new business and retaining existing clients along with developing the client base.

Key responsibilities

Business Planning

- Manage and develop client base to deliver company sales target company sales targets (Written/Connected)
- Ability to fully articulate Curveball story and product portfolio in order to drive sales.
- Create new business opportunities through referrals from existing clients.
- Deliver individual KRA targets, as follows:
 - Annual Written GP
 - Annual Connected GP
 - O2 New Connections
 - O2 Digital Revenue
 - Upselling targets: (Avg Number of products)
 - Account Overview targets (% not seen, Unpitched products)
 - New clients.
- Maintain company Churn and CSI targets.
- Analyse, Review, and plan your time effectively.
- Accurate sale forecast for the week/month/quarter.
- Deliver contact management strategy against all clients.
- Negotiate contracts and close agreements.
- Complete weekly reports.

Customer Ownership

- Provides excellent customer service to all clients always.
- Ensure the timely and successful delivery of our solutions according to clients' needs and objectives.
- Takes ownership of the values, strategies and objectives of the business.
- Take ownership of your own development.
- Complete Biannual appraisal review with Line manager & General manager.

Coordination and Quality Management

- Maintains quality of service by establishing and maintaining strong working relationships with your clients.
- Engage in key or targeted client activities.
- Contribute within the huddle.

The above responsibilities are indicative of the type of work required and should not be seen as an exhaustive list.

General/Expectations:

- The service currently operates from 8am to 5.30pm, Monday to Friday. You may occasionally be required to work outside of these hours.
- You will be expected to undertake training and constructively take part in meetings, supervision, seminars and other events.
- You will be expected to liaise with suppliers, work well within a team and can work well independently.
- Have a thorough knowledge of the company and its products and services.
- Efficient use of time – prioritise workload accordingly.
- To work in accordance with the GDPR (2018) and to ensure all new systems are reported to the Data Protection Officer.

What we need from you

- High standard of general education to GCSE level or equivalent.
- Experience within Telecoms and IT.
- Proven success in account managing & developing a client base
- Rapport Building
- Experience in the use of a CRM system
- Public Presentation Skills
- Strong written and verbal communication skills

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