

JOB TITLE: ACCOUNT DEVELOPMENT MANAGER

JOB LOCATION: HARROGATE

DATE UPDATED: APRIL 2018

BACKGROUND OF ROLE

InTechnology WIFI UK is a fast paced, expanding Company which provides optimised wireless broadband solutions for telecom operators, smart cities, and enterprise customers and specialises in:

- Applications
- Multiple Frequencies
- Topologies
- Environment
- Wireless environments

A new role has arisen within the Sales Department and we are seeking an assertive candidate with vast sales experience in the IT industry, particularly in WiFi and WiFi solutions, small cells would be an advantage, and digital engagement. The ideal candidate must have a demonstrated track record in identifying business opportunities and generating profitable revenue in their current or former roles. Excellent administration skills with attention to detail are essential.

Candidates must also have the ability to secure meetings with key decision makers in targeted organisations but also demonstrate they can communicate effectively at all levels, and build lasting relationships both internally and externally.

ROLE RESPONSIBILITIES

Responsibilities will include but are not restricted to the following:

- Developing new business relationships (either from leads generated personally or by the Marketing team): making follow up calls, conducting new business presentations, making customer visits etc
- New business acquisition
- Maintaining and developing existing customer relationships to ensure orders/contracts are renewed
- Facilitating and participating in business negotiations on behalf of InTechnology WiFi
- Liaising with all appropriate contacts both internally and externally to ensure that negotiations/deals progress smoothly
- Working to achieve both individual and team targets (agreed) within budgetary constraints
- Updating and maintaining the InTechnology Salesforce CRM system in line with the Sales process
- Producing monthly forecast reports and statistics, as required by the CEO of WiFi or the Executive Assistant to the CEO of WiFi
- Negotiate the terms of an agreement and close sales
- Gather market and customer information and provide feedback on buying trends
- Identify new markets and business opportunities
- Review own sales performance
- Adhering to InTechnology procedures and completing necessary documentation
- ISO 9001 – monitoring & development & working closely with InTechnology Plc compliance manager
- Sourcing and distributing new leads

- Helping to manage the processing of tenders, delivering tender documents and bids
- Acting a first point of contact for questions and queries relating to reports
- Producing quotes for customers
- Liaising with certain suppliers as applicable
- Maintaining a detailed record of all quotes, orders and invoices
- Ensure SLA's are maintained
- Monitoring Costs where applicable

DESIRED SKILLS & EXPERIENCE

- Strong track record of over achievement;
- Sold WiFi products or related IT technology solutions;
- Proven pedigree selling into Private and Public sectors;
- Must be able to work in a start-up environment
- Track record of success in quota carrying field sales role
- Experience developing opportunity analysis and benefits for prospective customers
- Proven ability to manage contract negotiations and relationships
- Be a critical and analytical thinker
- Capable of winning and maintaining key strategic accounts
- Ability to work collaboratively with the sales and technical team
- Excellent written, verbal and presentation skills
- Very strong organisational skills
- Ability to multi-task priorities and projects, while balancing short and long term objectives

PERSONAL SPECIFICATION

- Excellent organisational and communication skills with the ability to manage a number of different projects/tasks at any one time
- Highly motivated, with a pro-active approach to workload
- Confident and determined approach
- Methodical and accurate with a good attention to detail
- Happy to at times work to strictly deadlines and able plan work according to timescales
- Able to communicate in a professional manner with a wide range of people both internally and externally
- Can work alone and use initiative but also a team player who can help and support others
- Good knowledge about sales procedures and merchant services
- Ability to achieve sales objectives effectively and efficiently
- Ability achieve high customer satisfaction and maintain SLA's
- Fast learner and passion for sales

ISO

Responsible for ensuring that they are aware of the security policies and procedures of the Information Security Management System (ISO27001) and how these specifically relate to the information resources they have access to.

All security events, whether suspected or actual, must be reported immediately to the Information Security Manager on detection, without exception, including underperforming or broken processes that may lead to information leakage or a security breach.