



**JOB TITLE: ACCOUNT DEVELOPMENT MANAGER**

**JOB LOCATION: HARROGATE**

**DATE UPDATED: OCTOBER 2017**

### **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 and digital engagement. The ideal candidate must have a demonstrated track record in identifying business opportunities, negotiating terms and generating profitable revenue in their current or former roles.

Candidates must also have the ability to secure meetings with key decision makers in targeted organisations.

### **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
- Managing accounts – Ideally councils, management of contract within the accounts
- 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 CRM system in line with the Sales process
- Producing monthly forecast reports and statistics, as required by the CEO
- 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 your own sales performance
- Adhering to InTechnology procedures and completing necessary documentation

### **DESIRED SKILLS & EXPERIENCE**

- Account Management
- Strong track record of over achievement
- Strong experience in account management
- 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 mode 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 other sales teams in the organisation and technical partners
- Excellent written, verbal and presentation skills
- Very strong organisational skills
- Ability to multi-task priorities and projects, while balancing short and long term objectives

### **PERSON SPECIFICATION**

We believe that the following personal attributes are essential to succeed in this role:

- Target-orientated/Results-focused
- Flexibility in role to take on other things
- Excellent communication skills
- Highly motivated, with a pro-active approach to workload
- Confident and determined approach
- Able to work on own initiative
- Intelligent and keen to learn new skills
- Team player
- 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.

### **HOURS OF WORK**

The company's standard hours of work are 9.00am – 5.30 pm with one hour for lunch, Monday to Friday, however due to the nature of the role, flexibility will be required.