



Account Manager

We are looking for self motivated and enthusiastic sales professionals to join our friendly hardworking team. The ideal candidate should have previous experience in sales with a proven track record.

New sales leads primarily will be generated and qualified by our telemarketing department; in addition to this business generation can also be achieved from our existing client database.

Primary Role:

- Develop New Accounts
- Maintain Existing Customer Relationships
- Managing own workload and have good time management skills
- Sell relevant IT solutions, services and associated products
- Keep up to date with new supplier products and releases
- Contribute to a team environment, sharing ideas for new business opportunities and marketing efforts
- Identify potential new prospects. Liaise with internal sales staff on new contacts for possible appointments/ contacts generated from telemarketing activity
- Provide accurate information/ reports to Sales Director within agreed time scales
- Complete necessary internal administration (monthly reports) and prepare appropriate letters/ proposals/ sales visits documentation for customers
- Attend monthly head office sales meetings

