

Technical Account Manager

Dorset

This innovative and growing Managed Service Provider company are dedicated to creating a great work environment for their employees as they focus on productivity, creativity and teamwork!

An opportunity is currently available for a Senior Technical Account Manager to join their team – if you have the skills and experience don't miss out!

- ! Account Management or commercial experience within IT, ideally within an MSP
- ! Ability to confidently demonstrate your knowledge of IT skills through previous experience
- ! Excellent organisational skills and the ability to communicate across all levels
- ! Fantastic communication skills and ability to hold and lead client meetings whether over the phone or face to face
- ! Commercial awareness and ability to work on complex quotes and to provide solutions to client needs
- ! Prospect for potential clients and convert them into increased business opportunities
- ! Present new services to current plans to improve existing relationships
- ! Engage internal and external contacts
- ! Recognize opportunities for distribution channels, services, and campaigns that will result in sales
- ! Ensure all levels of staff portray the company in the best light
- ! Research and cultivate an accurate perception of the organization's mission and goals
- ! Submit and ensure data is accurate on weekly progress reports
- ! Attend IT industry functions, including conferences and association events and contribute feedback on upcoming market trends

Senior Technical Account Manager Role:

As the Senior Technical Account Manager you will be working closely with all departments to hone your skills across the business.

You will use your expertise when dealing directly with clients, managing account reviews over the phone and providing quotes for IT equipment and services. You will manage existing business relationships but also seek to develop new business from existing clients.

To be considered you will need to have:

- ! Demonstrable experience in B2B solution sales
- ! Excellent track record of developing and expanding existing accounts
- ! Strong IT/ Infrastructure sales background including Cyber Security products
- ! Have worked in a similar environment e.g. an MSP or Outsourced IT Consultancy/ Hosting company etc.
- ! Good client facing experience
- ! Excellent customer service levels
- ! Ability to travel

Suitable skills and experience include: Account Manager, Account Executive, Sales, IT Sales, IT Procurement, IT Account Manager, Sales Account Manager