ACCOUNT MANAGER - UK

The prime responsibility of the role is to develop and drive business relationships with nett new potential customers to maximise sales revenue and profitable growth. This will involve creating, managing and closing sales opportunities, principally based on the MyID software and related services.

The role requires a high level of interaction with Intercede General and Sales Management, Pre-Sales Support, Marketing, Solution Design, Customer Support, Customer Integration, Development and strategic suppliers both at UK and International level. In building a mutually effective working relationship, the role requires an understanding of the unique needs, infrastructure and dynamics of the CMS market. This also involves the ability to effectively communicate the company's capabilities in order to maximize all opportunities and win profitable business. The ability to multi task and work within deadlines whilst observing the standard operating sales practices is a fundamental key.

This is a full-time role and is based in Lutterworth, Leicestershire, UK.

ACCOUNTABILITIES	
	1. Manage and develop opportunities in the assigned territory to achieve specific budgets and metrics, such as; prospect visits, pipeline metrics, and most importantly, Sales and Revenue targets.
	2. Communicate regularly and effectively to the prospect base to present the strengths, capabilities and USPs of Intercede.
	3. To identify and understand the unique needs of each assigned prospect and leverage the available resources to maximise the revenue and profit potential.
	4. Ensure that the customer and opportunity profile information is kept up to date in the corporate CRM system, such as; e.g. visit reports, opportunity funnel and other relevant systems.
	5. Ensure a high level of service by being responsive to the end customer needs with regards to commercial, technical and service queries as necessary.
	6. Develop and maintain strategic business relationships with all focus suppliers, ensuring a collaborative approach to the customer base
	7. Effective interface within the organization to ensure collaborative and productive interaction to support the prospect base, with particular emphasis on commercial marketing, technical support, credit/finance and other support departments
	8. Achieve prospect/customer visit rates in line with corporate objectives and targets
	9. Comply with all sales processes respecting the standard operating procedures and be seen as an example to others
	10. Ensure regular communication with Intercede management and your line manager and actively prepare for annual and bi-annual appraisal
	11. Additional projects or duties as the management at times may require

EXPERIENCE	1. Minimum of 5 years' sales experience, preferably educated to degree level with strong technical, product and/or market segment knowledge. A background in and understanding of the CMS/PKI and/or Security space is a definite requirement and as well as strong familiarity software and services.
	2. Able sell a broad range of complex, technical solutions in on premise software and SaaS or related Opex based models
	3. Proves sales knowledge as well as best practice sales techniques (SPIN, Solution Selling etc.)
	4. Be a self-starter, focused on achieving the end results
	5. Excellent communication, interpersonal and presentation skills and possess an aptitude to win customers and suppliers alike
	6. Strong commercial and business acumen, highly motivated and organised.
	7. Able to work under pressure, have a sense of urgency whilst maintaining an attention to detail
	8. Lateral thinker, able to handle tactical operational issues when required
	9. Able to work under own initiative and as a member of a team

NO AGENCIES