



Account Manager

Salary: Competitive & negotiable, depending on experience

Job Type: Full-time - Permanent Position

Location: Sutton Weaver, Cheshire (WA7 3EH)

Job Description: Account Manager

This is a great role in a vibrant sector. Due to a period of continued expansion, we are currently recruiting for an Account Manager.

Spirit provides rugged mobile data capture solutions (Windows, Android, IOS) to large high profile clients (many of whom you will recognise). Typically our software includes logistics and POD (proof of delivery / signature capture) but we have projects in many diverse businesses.

Job Summary

- To work with customers and prospects to establish their requirements, create solutions and ensure a smooth sales process.
- Develop sales opportunities by researching and identifying potential accounts; soliciting new accounts and building rapport
- Work closely within the Sales Team to ensure High Value Customer expectations are consistently met.
- Update job knowledge by studying new product descriptions' and by participating in educational opportunities.
- Maintain quality service by establishing and enforcing organisation standards

Responsibilities and Duties

- Provide technical information, explanations and prepare quotations
- Develop accounts by checking customer's buying history; suggesting related and new items; explaining technical features.
- Close new accounts by answering telephone, fax and email queries; verifying and entering information.
- Fill orders by transferring orders to fulfilment; communicating expected delivery date; explaining stock outs.
- Set appointments for the sales team with potential customers.

Qualifications and Skills

Significant previous experience in a telesales, telemarketing or customer services based role, ideally in the technology sector.

- Educated to A-Level minimum, ideally with a relevant degree.
- Excellent communication skills, both written and verbal
- IT literate with good knowledge of Microsoft Office applications.
- Excellent organisational, administrative and time management skills
- Able to diversify job roles in order to assist positive Company outcomes
- Exhibits passion and excitement over work. Has a can-do attitude.
- Persistent and demonstrates tenacity and willingness to go the distance to get something done.
- Due to office location, own transport is highly recommended.
- Proof of eligibility to work in the UK required.

Benefits

Spirit offer a comprehensive and flexible benefits package, including:-

- Contributory pension scheme
- Childcare vouchers
- Annual personal and company performance based bonus
- PerkBox Discount Scheme
- Free on-site Yoga classes

Company:

Spirit Data Capture is an expanding IT company based in Sutton Weaver. We aim to attract a diverse mix of people who have fresh, creative and challenging ideas.

We are always looking out for creative, talented and intelligent people from a wide range of backgrounds and experiences to encourage creativity and innovation. We have an informal yet professional approach, and are proud of our record in developing the talented people who choose to work for us.

More information can be found on our website – www.spiritdatacapture.co.uk.

How to apply

We invite applications in the form of CV and covering letter. Please email your application to samantha.rhodes@spiritdatacapture.co.uk.

Spirit Data Capture Ltd is ISO9001:2008 accredited and is a committed equal opportunities employer.

STRICTLY NO AGENCIES OR TELEPHONE CALLS PLEASE.