



Senior Account Manager

Salary: Competitive & negotiable, depending on experience

Job Type: Full-time - Permanent Position

Location: Sutton Weaver, Cheshire (WA7 3EH)

Job Description: Senior Account Manager

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

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

Job Summary

- Develop sales opportunities by researching and identifying potential accounts; soliciting new accounts; building rapport; providing technical information and explanations; preparing quotations.
- Responsible for discovering and pursuing new sales prospects and maintaining customer satisfaction.
- Successfully build the business by working with your prospects and clients to identify opportunities to further improve their operations by deploying our solutions.
- To meet and surpass the company's expectations to drive rapid and sustainable growth in the next three years
- Working to KPIs as set by the Sales Manager
- Work closely within the Sales Team to ensure High Value Customer expectations are consistently met

Responsibilities and Duties

- Actively seeking out new sales opportunities through cold calling, networking and social media
- Identify business opportunities by identifying prospects and evaluating their position in the industry; researching and analysing sales options.
- Prepare and deliver appropriate presentations on our products and services
- Maintain and develop relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.

- Prepare reports by collecting, analysing, and summarising information.
- Maintain professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.
- Participate on behalf of the company in exhibitions or conferences
- Collaborate with team to achieve better results

Qualifications and Skills

- Significant previous experience in a customer facing sales based role.
- 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.
- Demonstrate personnel commitment and problem solving skills to deliver the required results. Suggest process improvements. Able to follow instructions and also use initiative to complete a task.
- Persistent and demonstrates tenacity and willingness to go the distance to get something done.
- This post will involve some travel, so we recommend that you have your own transport.

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

How to apply

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

Proof of eligibility to work in the UK required.

Spirit is ISO9001:2008 accredited and an Equal Opportunities Employer.

NO AGENCIES OR TELEPHONE CALLS PLEASE.