

## CAREER OPPORTUNITY

### JOB TITLE:

**Inside Sales Account Manager (Services)**



### Background

Guided by our shared values, we all take pride in everything we do, working as one team with a shared vision to deliver the highest standards to our customers. We work in a fast moving ever-changing environment, so we are constantly looking at driving improvements to stay ahead of our game. There is a real passion to innovate across the whole Agilitas team, whether that be to improve our internal processes for our colleagues or simply make the customer experience a more pleasurable one! Our core PRIDE values (Passion, Respect, Innovate, Deliver, Embrace) unite the Agilitas team and ensure we remain focused and consistent in everything we do.

### About the Role

We have an exciting opportunity to join an already successful and growing inside sales team. Reporting into the Inside Sales Manager, you will be prospecting and growing the Agilitas customer bases, selling IT Service to new and existing customers. Based in Nottingham, you will be one of team of sales staff on the sales desk.

You will be accountable for sales revenue and growth, business development and management of customer relationships. Attainment of personal and team sales targets are key in this fast-paced sales role. You will have the desire to succeed in sales and for this, we offer great benefits, sales and industry training and development, uncapped commission earnings, team incentives and other rewards. This is a great opportunity for the right person to flourish in a growing business and industry.

### Main Duties & Responsibilities

#### Business Development

Identifying and developing new opportunities; following up on leads provided by the Marketing Department; update CRM tool with client information and performance metrics.

#### Existing Sales

Manage existing customer accounts, selling Agilitas services; be the main contact for all sales within your customer base; align customer needs to the specific products offered by Agilitas; attend customer meetings when required.

Working in a team environment, you will provide holiday cover for each other's accounts and you will also work closely with Procurement to ensure that you are buying at the right price to maximise profit margin.

To be considered for the role, you must have previous sales experience and be confident to pick up the phone and engage in conversation! You must have a proven track record in exceeding targets, be able to build good relationships and be able to work under pressure in an extremely fast paced environment.

### In Return

As well as being a great place to work with a friendly and helpful team, we offer the following benefits:

- Standard 22 days holiday + bank holidays (increasing to 25 days with service).
- Additional ½ day birthday holiday
- Ability to 'earn' an additional 4 days per annum if you win quarterly awards based on the company PRIDE values.
- Cycle to Work Scheme.
- Death in service (2 x salary).
- Access to Medicash Cash Plan – cash back towards everyday healthcare bills and a wide range of other wellbeing benefits, unlimited access to virtual GP, 24/7 employee assistance programme, retail discount scheme.
- Regular away days and social events.
- Quarterly and annual awards.
- Invitations to award ceremonies and partner events.
- Dress down Fridays.
- On site parking available.

We are based in Nottingham at Glaisdale Parkway which is situated on the west side of Nottingham located approximately 4 miles to West of the City Centre via the A609 and 4 miles from the M1 with convenient access to junctions 25 and 26. The area is very well connected for public transport with numerous bus routes in close vicinity.