

CAREER OPPORTUNITY

JOB TITLE:

Inside Sales Account Director

REPORTING TO:

Commercial Director



Background

Agilitas IT Solutions Ltd is the leading European innovator of customer driven inventory-as-a-service solutions. Passionate about delivering first class IT services on behalf of our customers, we have been helping the major OEMs, IT resellers and managed service providers extend their service capability and improve service delivery levels to their customers for over 25 years.

We manage spare parts inventories across server, storage and networking technologies and deliver complementing technical services to customers across 41 countries and to over 10,000 locations throughout Europe including cloud services, technical training, technical support, product repair and specialist engineering resource.

We are looking for a dynamic and highly experienced inside sales account director, with excellent inside sales, leadership and people management skills and who is used to leading high performing sales teams particularly during periods of company growth.

You will be accountable for sales revenue generation 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 must have a desire to succeed in sales and for this we offer great benefits, sales and industry training and development, uncapped commission earnings and further rewards. This is a great opportunity for the right person to flourish in a growing business and industry.

As the successful candidate

- You'll be mainly office based in order to give real leadership to our inside sales team, although there are opportunities to work remotely from time to time.
- Reporting to our Commercial Director, you will be responsible for managing the daily operations of our 6 strong inside sales team, including their leadership and management, ensuring specific sales targets, KPIs and objectives are met.
- You'll be responsible for leading and managing the performance, training, induction of our inside sales team with an emphasis on delivering a high performing inside sales platform.
- You'll be an excellent leader and communicator within a similar role and have demonstrable and proven experience of this.
- You should have experience in performance managing a sales team, have strong motivational skills and be able to deliver quality outputs, including KPIs and objectives, within agreed timescales.
- You'll be flexible in your working approach and be able to share your knowledge and experience to ensure a consistent approach in the team.

Critical Success Factors

- Grow customer base
- Exceed Personal Sales Target
- Exceed Team Sales Target

Main Duties & Responsibilities

Team

- Lead a winning Sales team culture
- Manage individuals against sale targets
- Motivate and reward success

Existing Sales

- Manage existing customers selling across our Service and Product portfolio
- Be the main department contact for all sales within the customer base
- Interpret and understand customer needs and align those needs to the specific products offered by Agilitas
- Attend customer meetings where required



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Main Duties & Responsibilities (cont.)

Commercial Management

- Exceed individual and team sales targets
- Provide accurate sales forecasts
- Drive Revenues and GM

Business Development

- Identify and develop new customer sales opportunities
- Following up on leads provided by the marketing team
- Update the CRM tool with client information and performance metrics

Any other duties commensurate with the nature and scope of this role as requested.

Essential Qualifications, Skills and Experience

- Strong proven sales, leadership and management experience in a sales role is essential with the ability to lead a demonstrable high performing inside sales team.
- Ideally, previous experience of working within the IT Solutions industry.
- Knowledge and understanding of relevant industry standards and KPI's aligned with high quality inside sales delivery.
- Must be flexible and able to work outside of core office hours where the business needs require.
- Excellent organisation and time management skills with the ability to work to tight deadlines particularly crucial during continued company growth.
- The ability to set the tone, in terms of standards, expectations, conduct and behaviours for the team through modelling and leadership.
- Exceptional verbal and written communication skills with the ability to persuade, influence, negotiate and quickly establish effective working relationships.
- Ability to identify problems, provide solutions and implement the most appropriate actions.

Hours of work

37.5 hours – Monday to Friday 9 am to 5.30 pm with a one hour unpaid lunch break. Requirement to work flexibly in line with business needs as and when needed.

Benefits

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

- Competitive salary, dependant on experience
- 25 days holidays plus Bank Holidays
- Additional ½ day birthday holiday
- Cycle to Work Scheme.
- Death in service (2 x salary).
- Employee Cash Plan (including 24/7 Employee Assistance Programme, contribution to everyday healthcare and complementary therapies, 24 x7 access to Virtual GP, stress management, counselling, access to 1000s of retailer discounts)
- Regular away days and social events.
- Quarterly and annual awards.
- Invitations to award ceremonies and partner events.

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.