

CAREER OPPORTUNITY

JOB TITLE:

Inside Sales Account Manager

REPORTING TO:

Product Sales Manager



Background

Agilitas is the leading global innovator of customer driven IT channel services, passionate about delivering first class IT services on behalf of vendors, IT resellers and managed service providers to extend their service capability and improve customer satisfaction.

Agilitas delivers solutions across workspace, server, storage and networking technologies to channel partners to over 60 countries throughout the world. These services include maintenance services, technical support, professional services and specialist engineering resource.

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! 5 core PRIDE values (Passion, Respect, Innovate, Deliver, Embrace) unite the Agilitas team and ensure we remain focused and consistent in everything we do.

We firmly believe that investing in our people is the greatest investment we can make into the future success of our business and our great employees have played a pivotal role in ensuring our company's growth. We are now recruiting for an Account Manager to join our established team as the primary interface between Agilitas and our UK customers.

Job Brief

Contributing to an already successful and growing inside sales team you will report into the Product Sales Manager. Prospecting and growing the Agilitas customer base you will be selling IT Hardware and Agilitas attached services to new and existing customers. Based in Nottingham you will be a key member of our sales desk.

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, team Incentives and further rewards. This is a great opportunity for the right person to flourish in a growing business and industry!

Main Duties and Responsibilities

Increased Business Development

- Identify and develop new customer sales opportunities
- Following up on leads provided by the Marketing team

Existing Sales

- Manage existing customers, selling hardware and Agilitas attached services
- Be the main contact for all sales within your designated customer base
- Interpret and understand customer needs and align those needs to the specific products offered by Agilitas
- Attend customer meetings where required

Commercial Management

- Exceed individual and team sales targets
- Provide accurate sales forecasts

Team

- Assist in creating a winning team culture within the sales team
- Provide suitable cover for each other's accounts
- Work with procurement, buying smart at the right price to maximise your profit margin
- Maintain administrative tasks by accurate system usage



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Essential Qualifications, Skills and Experience

- Must have the passion, drive and desire to succeed in Sales
- Proven and demonstrable sales experience
- Able to pick up the phone and engage in conversation!
- Loyalty and reliability
- Able to work on their own initiative
- Demonstrable self confidence
- Evidence of ability to work under pressure
- Good negotiation skills
- Evidence of ability to build relationships
- Flexible approach to changing demands
- Evidence of exceeding targets and goals
- Strong communication, planning and organisational skills

Desirable Qualifications, Skills and Experience

- Experience of utilising recognised sales methodologies & techniques
- IT Sales industry experience (ideally Product)
- Commercial background
- Interest in technical sales/IT technologies

Critical Success Factors

- Grow customer base for Inside sales
- Exceed Personal Sales Target
- Exceed Team Sales Target

Hours of work

37.5 hours a week Monday to Friday
Hybrid model – 3 days in the office / 2 days remote

Benefits

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

- A competitive salary.
- Employee Share Option Plan.
- Entry into our NEST pension scheme.
- 25 days annual leave.
- 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.