

Job description

Job title: Account Manager

Location: London

Salary: £35'000- £45'000 OTE £60'000- £80'000 with benefits

Ref: 16381



LAWSON PRICE CONSULTANTS

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Our client is a growing technology based IT consultancy who have achieved Microsoft Gold partner status and specialise in delivering Microsoft software solutions to a diverse range of industries with small, medium and corporate size customers. Due to rapid expansion of their client base, they seek an individual with exceptional relationship building and business development skills to join the team as an Account Manager.

As an Account Manager you will own, manage and maximise revenue opportunities within your nominated accounts whilst ensuring that existing clients are aware of all the solutions and services that are on offer. The Account Manager will build lasting relationships and create rapport with the customer sufficient to achieve business objectives and your revenue target. Understanding the challenges of your client's business from your effective questioning and active listening will be paramount. There is no cold calling in this job, however you will be expected to develop existing leads generated.

The ideal candidate for this role will have gained experience in IT sales or account management, ideally in MS technologies, and be able to demonstrate self-confidence and high levels of motivation where overachievement in a target driven sales environment is evident. The successful Account Manager will have strong commercial acumen, communication and influencing skills and be able to demonstrate how they've developed sustainable relationships and client satisfaction within accounts handled.

All applications and enquiries will be handled in strictest confidence.

To apply for this vacancy, visit www.lawsonprice.co.uk
or email candidates@lawsonprice.co.uk