

## **Account Manager, Manchester - Top 3 Managed Cloud Computing Company**

### **Salary**

£24,000 to £28,000 plus commission (£48,000 to £56,000 OTE)

### **iomart**

iomart is one of the leading providers of cloud computing and managed hosting. Headquartered in Glasgow, iomart employs over 380 talented staff in offices and datacentres across the UK. Originally founded in 1998, it is listed on the London Stock Exchange and specialises in delivering cloud consultancy, facilitation and digital transformation to ISVs, SMEs, enterprises and the UK public sector.

### **Role Description**

The key responsibilities of this role will be to establish a deep relationship with your customers to create 'Trusted Partner Status'. By developing such relationships, you will know their business intimately and be able to use this knowledge to generate revenue and long term business contracts. You will seek to know all of the customers' key decision makers, from C-Level & IT Management to Finance/Risk and you will contact them regularly through a mix of phone, in person and webex meetings.

Fantastic opportunity to prove your account management / sales skills and grow in the technology / digital industry with the purpose of enabling company's digital transformation, cloud migration and data protection.

### **Key Responsibilities**

- Manage a large personal portfolio of customers, ensuring contracts are renewed appropriately and that revenue opportunities are identified and maximised
- Achieve sales activity & tracking performance targets which are set by the Regional Sales Director from time to time
- Identify and grow opportunities within territory and collaborate with sales teams to ensure growth attainment
- Build and maintain strong, long-lasting customer relationships through regular contact and meetings, ensuring customer sees the value of iomart Group's services
- Develop a trusted advisor relationship with key customer stakeholders and executive sponsors
- Operate as the lead point of contact within iomart for any and all matters specific to your customers
- Work with iomart Operations, Support and Deployment teams to ensure the timely and successful delivery of our solutions according to customer needs and objectives
- Communicate and report clearly on the progress of monthly/quarterly initiatives to internal and external stakeholders
- Forecast and track account metrics and sales activities in Salesforce / CRM every day

### **Skills, Knowledge and Experience**

#### ***Essential***

- A proven track record of client retention and revenue generation within the IT services or Digital Agency industry, preferably experienced within the cloud computing or CSP / managed hosting sector.
- An excellent understanding of Cloud technologies – Private, Public, Hybrid, Multi Cloud
- Experience of Windows and Linux server operating systems, SAN and storage, virtualisation, data center and networking technologies
- Experience of data protection, DRaaS & Business Continuity solutions
- A good discipline around using Salesforce / CRM to manage opportunities & accounts.

## ***Desirable***

- 2-3 years' account management experience within the Cloud CSP, VAR, Digital Agency or managed hosting sector.
- Excellent understanding of data protection and IT continuity / availability subject areas
- Good exposure to digital transformation and cloud migration consulting / professional services engagements.
- Proven year on year target achievement
- General B2B sales experience in a fast paced IT/Digital environment

## **What do we offer in return?**

- We'll shout you to lunch once a month
- ½ Day off on your Birthday
- Breakfast on us every day, including a hot roll on Fridays
- Free on-site car parking
- Long service benefits
- Snacks, drinks and fruit all day, everyday
- Sharesave and childcare voucher schemes
- Supported training
- Holiday Trading Scheme
- Laptop and Mobile Phone
- Personal conference call number assigned & personal webex account

## **Training & Development**

As you can gather, we have a relaxed and friendly working environment but don't be fooled; you will be working with some of the country's best talent and greatest technical experts. We want our people to thrive, prosper and to leave work every day feeling valued and that they have made a difference. Talented, motivated and creative people lie at the heart of our success so we invest heavily in our people and their professional and personal development through technical certification and our Management and Leadership Development Programme.