

Job Title: Technical Account Manager

Salary: £35,000 - £45,000 Basic based on experience plus £5,000 Bonus OTE

About us:

There has never been a more exciting time to become part of the iomart family, is it time for you to join us?

Currently in our 22nd year, the iomart Group continues to go from strength to strength. Within the last 12 months we have reached record numbers in both revenue and headcount, achieving annual revenue of £100 million for the first time since our conception and growing our team to over 400 employees. But we're not finished yet. Over the next five years we have ambitious plans to double the size of our business, increasing our annual revenue to £200 million, and we need the best talent the industry has to offer to help us achieve this.

About the Technical Account Manager Role:

The successful candidate will work within the Technical Account Management Team to provide technical support and solutions to help maximise sales opportunities. You will be responsible for managing a portfolio of selective clients alongside the Account Managers and ensuring team revenue targets are achieved. You will be engaging at a technical level internally and externally, with differing levels of technical understanding, so your excellent communication skills will be put to good use on a daily basis.

The ideal candidate for the Technical Account Manager role will have/be:

- A strong technical background
- Experience operationally of Windows and Linux server operating systems, SAN and storage, virtualisation and networking technologies running business critical services
- Understanding of Storage Technologies across a wide range of applications
- Clear on the features and benefits of Virtualisation
- An understanding of the principles behind creating and maintaining secure, resilient platforms to host business critical system
- Experience and knowledge of Azure and AWS

What we can offer you:

- Exposure and access to cutting-edge technology as well as the opportunity to work alongside like-minded technical enthusiasts
- Flexible Benefits scheme allowing you to select the benefits that suit your needs
- Supported training and development to help you progress within your career
- Competitive salary
- Holiday Trading Scheme – buy or sell part of your annual leave allowance
- Travel Loans - unsecured interest free travel loans to assist employees
- ShareSave/SAYE – buy shares in the company at a discounted rate
- Day off in your Birthday Month
- Long service benefits – additional annual leave and access to private healthcare
- Snacks, drinks and fruit all day every day
- Breakfast on us every day including a hot roll on Fridays
- Lunch on us once a month

A bit more about us:

iomart is one of the leading providers of cloud computing and managed hosting. Headquartered in Glasgow, iomart employs over 400 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.