

JOB TITLE: Junior Account Manager
REPORTS TO: Sales Director
LOCATION:- Working from Henley-in-Arden office
SALARY: Appropriate Package

SUMMARY

Meridian IT are looking to fill a junior/inside-sales role to help drive our ambitious new client acquisition and revenue growth objectives. The role will include sourcing new sales opportunities through inbound lead follow-up and outbound cold calls and emails, working with channel partners, qualifying prospects, generating and nurturing client interest and helping to close sales, working with the account management team.

KEY SKILLS

- Proven inside-sales skills an advantage, though training available
- Strong phone presence and communication skills, persistent yet diplomatic and personable
- Ability to learn quickly the use of CRM tools such as Salesforce, or existing experience
- Strong listening skills to identify client requirements and presentation skills to follow up with
- Ability to build strong client relationships through regular communication
- Organised and methodical with a disciplined mentality for reporting results and updates
- Skills in Microsoft Office products

RESPONSIBILITIES

- Understand the Meridian portfolio of offerings and know how to identify opportunities
- Understand customer needs and requirements
- Liaising with sales executives and routing qualified leads to them for development/closure
- Research accounts, identify key players and generate interest, working closely with marketing to follow up on and nurture leads
- Maintain and expand client database within defined territory
- Team with Channel partners to build pipeline
- Present products and pricing accurately and cultivate client interest
- Provide after-sales support to retain customers
- Promote new products and services to existing customers

PERSONAL SKILLS

- Good written and verbal communication skills
- Self-motivated and demonstrate a high level of independent judgement and initiative
- High degree of professionalism
- Enthusiastic, competitive and self-motivated

EDUCATION/EXPERIENCE

- Previous customer service experience an advantage
- Degree level education or similar but who you are as a person is more important

INTERESTED AND QUALIFIED CANDIDATES SHOULD SUBMIT THEIR CV AND COVERING LETTER TO
careers@meridianit.co.uk

Meridian IT is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, colour, religion, sex, national origin or disability.