

Job specification – Sales Account Manager

Location: **Manchester**
Reports to: **Sales Manager**
Date published: **17/1/2017**

About the role

Working as a team aligned to our Business Development Managers, you'll be responsible for forming, nurturing and managing relationships with our partners, working closely with them to ensure that monthly sales targets are met, driving sales from our existing plan partners and converting new leads into connections.

You will be expected to make daily contact with your partners to maximise all sales opportunities, as well as proactively prospecting for new relationships.

You will act as the key point of contact for our partners on all sales related matters and will need to be a self-motivated, high energy individual, who is sales driven.

Main duties and responsibilities

New business

- Constantly identify and develop new business opportunities – relationships and quotes
- Maintain and contact, via telephone and marketing activity, hot prospects including self-generated relationships
- 75% of working time to be account volume development/new business activity

Develop/maintain business

- Drive maximum conversion of quote to sale achievement
- Responsible for partner satisfaction
- Develop and increase the revenue and profitability of existing accounts
- Increase multi-product penetration across partner base
- Liaise with internal departments to achieve maximum opportunity conversion

More details on page 2



About plan.com

plan.com is the UK's fastest growing business communications provider.

We're technology-led and invest heavily in our award-winning online portal, which our partners use to generate quotes, close deals and manage customers.

Thanks to our portal, we've torn up the rulebook and changed the industry. It gives our partners unprecedented levels of flexibility and control, helping them to open and close deals, as well as deliver exceptional service even when they're away from their desks.

Along with our outstanding customer service and impressive commercials, it's the reason we're number one.

Got what it takes?

Drop us an email using the address below. You can use this address to apply for the position or to ask any questions you may have.

If you're applying for the role, we'd appreciate a cover letter (keep it under a printed page), an up-to-date CV, and any additional relevant materials such as a portfolio for creative work.

jobs@plan.com

Main duties and responsibilities (cont.)

Key skills/attributes

- Strong communication skills; both verbal and written. Clear and concise when communicating with both colleagues and partners
- Ability to build rapport and maintain strong relationships
- Proactive, a professional outlook with strong business acumen
- Dedication to deliver and meet team and business objectives
- Results-orientated while balancing other business considerations
- Excellent negotiation skills, proven sales/closing/listening skills
- Experienced in new business generation
- Work efficiently and effectively, both in a team and as an individual
- Educated to degree level
- Own transport preferable
- Experience within the telecoms industry/partner channel desirable
- Experience in a B2B sales environment essential

Key attitude/behaviours

All plan.com employees must present a professional, efficient image at all times and undertake any tasks reasonably requested of them by the company.

We're looking for somebody with:

- A can-do attitude – prepared to 'go the extra mile'
- Lots of energy – a team player who can work off their own initiative
- A heightened sense of urgency
- A curious learner with an interest in professional development
- Actively demonstrate a passion for the business

What to expect from a career at plan.com


We promise that when you start your career with us, you'll never stop learning and you'll never stop being challenged. If you fit the bill, get in contact. We'd love to hear from you.


Key benefits include:

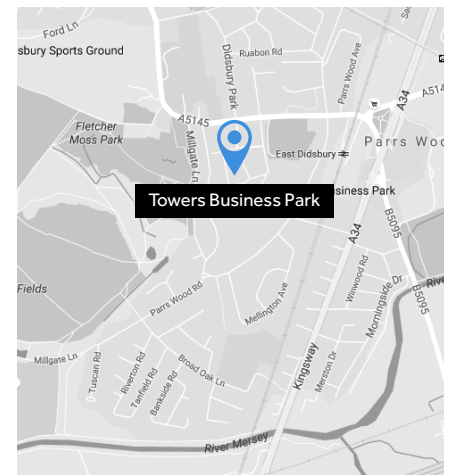
- Private health insurance
- Gym membership scheme
- Personal development and training
- Generous holiday allowance and paid bank holidays
- Extra half day holiday on your birthday every year
- Family friendly with maternity/paternity allowance
- Wide range of social events including legendary Christmas and summer parties
- Excellent exposure in a fast-paced environment whilst being challenged and rewarded

The content of this job spec may change alongside the key performance objectives of the role if priorities of the business change.

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