

Vacancy

Education Account Manager – Further Education

Enfield – Full Time

Why Academia

The Academia Technology Group specialises in the supply of software, IT hardware, training and service solutions to the public sectors, business and pro media markets. Established in 2003, we employ 100 dedicated professionals across multiple locations throughout the UK with a group annual turnover of over £55m. We partner with the world's leading technology manufacturers and have the accreditations, certifications and awards to demonstrate our expertise and ability.

Job Summary

We are seeking an Account Manager selling into Further Education sector at Academia. The ideal candidate will be proactive, motivated with ability to prioritise in fast paced environment and the initiative to efficiently and efficiently meet the demands of the customers. We are looking for a team player with ability to work independently. A positive 'can do' attitude and brilliant communication skills are also key. Must have an excellent attention to detail, high standards and quality of work and be able to adopt to different working styles and needs. Potential candidate will be expected to achieve and exceed all agreed sales targets and performance measures while effectively managing the relationship between our client and the defined key account base and identify new business and existing opportunities with clients to up-sell portfolio of products and solutions in line with business goals via the phone. This includes reacting effectively and in a timely manner to customer queries and issues, developing, managing and growing a profitable pipeline as well as building rapport and developing customer relationships. Candidate should be result driven, motivated and focused on delivering excellent customer service by demonstrating credibility over the phone.

Key Qualifications

This role is for you if you are:

- Detail-oriented and organised
- Highly motivated and enjoy a fast-paced environment
- Have an ability to work independently, autonomously and take initiative
- Have the ability to multi-task and proactively manage various issues
- Have excellent time management and written and verbal communication skills
- Have an ability to demonstrate drive and ambition
- Have a sense of humour

What experience is required?

- Minimum of 18 months experience of high level sales in the Technology/Education sector
- Computer Literate (Microsoft Office suite essential)