
Education Account Manager

An exciting opportunity has arisen on a full-time permanent basis within our Education FE team. We are seeking an Education Account Manager who will focus on selling into the Further Education sector at Academia. The ideal candidate will be proactive, motivated with the ability to prioritise in fast paced environment and the initiative to efficiently and effectively meet the demands of our customers. The ideal candidate will be a team player with the ability to work independently. A positive 'can do' attitude and brilliant communication skills are also key for this role. Must have an excellent attention to detail, high standards and quality of work and be able to adapt to different working styles and needs.

The successful 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. You will identify new business and existing opportunities with clients to up-sell our 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. This role would suit an individual who is result driven, motivated and focused on delivering excellent customer service by demonstrating credibility over the phone.

Key Skills

- Detail-oriented and organised
- Highly motivated and enjoys working within 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
- Strong and effective written and verbal communication skills
- Have an ability to demonstrate drive and ambition
- Computer Literate (Microsoft Office suite essential)

The ideal candidate will have previous experience selling technology into the Education sector.

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 £65m. We partner with the world's leading technology manufacturers and have the accreditations, certifications and awards to demonstrate our expertise and ability.