

## JOB DESCRIPTION

Job Title: **Account Manager**

Reporting to: **Sales Manager**

---

## RESPONSIBILITIES

- Primary role is to identify client problems and sell consultancy solutions and ongoing managed services to mid-market clients.
- Solutions include Converged (Flexpod) and Hyper Converged Solution Private Clouds and further Hybrid Cloud Solution which leverage the Hyper-Scale cloud providers such as AWS, Azure and Google.
- Management of customer relationship
- Responsible for achieving margin target assigned
- Accurate forecasting into line manager and Autotask
- Follow all Q sales processes as defined in the company business process manual i.e. QRM updates
- Have the ability to articulate the Q value propositions
- Establish working relationships with Q's key vendors
- Establish business relationships with key customer contacts
- Work with your line manager to propose & develop a go to market strategy
- Timely opportunity qualification
- Retain, develop & grow your defined accounts.
- Develop customer relationships based on Q value
- Develop vendor relationships based on Q value
- Mentor/Mentee program

### **PRIMARY RESPONSIBILITIES:**

Typical daily work activities and tasks will involve but not be restricted to the following:

- Ownership of the customer sales process
- Liaise with all Q Associates employees where necessary to manage customer expectations
- Achieving high sales targets and goals
- Building new business relationships
- Giving sales presentations to high-level executives
- Managing customer relationships and providing customers with excellent service and support
- Feedback all suggestions for improvement to line manager/board
- Ensuring they are aware with all competitive activities within accounts and preventing attrition

---

### **NON-TECHNICAL SKILL REQUIREMENTS:**

- Excellent verbal and written communication skills
- Present a professional image in conduct, attitude and attire
- Time-management and planning skills
- Ability to lead and motivate a small team would be an advantage

Send your CV to [work@qassociates.co.uk](mailto:work@qassociates.co.uk) and tell us how you can make a difference to the team.

+44 (0)1635 248181 | [www.qassociates.co.uk](http://www.qassociates.co.uk)  /qassociates  @qassociates

Q Associates Ltd, Langley Business Court, Beedon, Newbury, Berkshire RG20 8RY