

JOB TITLE: Technical IT Account Manager
REPORTING TO: Managing Director
SALARY BAND: £25k - £35K basic; OTE £40k - £60K

Overview:

Rabb-IT is a leading Specialist in IT Support and Managed IT Services, with a portfolio geared towards Microsoft Azure, & 365, Security Solutions and expert IT Consultancy.

We are at an exciting point, having experienced phenomenal growth in the last two years with additional customers and product offerings. We want to build on this success with the appointment of a driven Technical IT Account Manager, to both manage our existing customers and expand that base with new contracts/clients.

The Role:

- Cultivate existing customers; develop relationships with key stakeholders
- Find & develop opportunities within the customer base to constantly update and protect customers with new age and relevant solutions.
- Find and develop new customers; assess their needs; prepare proposals and presentations and secure additional business
- Build and manage the sales pipeline
- Monitor performance against targets and KPIs; present updates to the Senior Management Team
- Manage and develop relationships with suppliers

The Person:

- Exposure to IT or a related sector, working within a fast-moving entrepreneurial environment
- Cloud strategy and transformation project sales
- Experience with specific vendors in the industry such as. Microsoft, Kasperskey, Veeam, HyperV etc.
- Has a proven track record of sales achievement in a Managed Service environment
- A consultative, partnership focused approach with a passion for delivering solutions that add maximum value to the client
- The ability and dedication required to build a client portfolio from scratch (as well as managing an existing portfolio of loyal customers)
- A demonstrable record of hitting and exceeding targets on a consistent basis
- Possesses excellent communication skills and natural business sense

- Pays close attention to detail and can think analytically
- Has a positive attitude and the ability to manage their own time and organise their workload
- Robust market knowledge in relation to Office 365, storage, cloud technologies, and managed IT services
- Willingness and ability to be an advocate & champion of the business

Benefits

- Great working environment in Leeds suburbs
- Flexible working arrangements: part office based; part home based
- Healthcare and Well-being Scheme
- Pension Scheme (additional employer contribution)
- Training and personal development; helping you succeed!
- 25 days holiday plus extra Birthday holiday – never work on your birthday again!
- Free team lunch every month
- To be part of a growing business and the next success story
- A competitive base salary
- Great staff parties - a very important part of teambuilding
- Free Parking
- Fantastic culture & environment in which to thrive and develop

Are up for the challenge? Apply, with CV and current salary, to Careers@rabb-it.co