



## Account Manager Public Sector

Location	Crewe
Job Type	Permanent, Full Time
Years of experience	5+ years
Education Level	Bachelor's Degree
Career Level	Experienced
Salary	Up to GBP 45,000 basic, GBP 90,000 per year OTE, pension, life assurance

*Develop your sales career as Public Sector Sales Account Manager (AM) with a proven Cisco, Microsoft, VMware, EMC and Blackberry partner.*

Block Solutions is a dynamic technology solutions business that has achieved consistent growth year on year since 2005, servicing clients ranging from city-based finance houses to large public sector organisations. Our core expertise is in Data Centre, Collaboration and Network Systems.

We are currently seeking an Account Manager to join our expanding Public Sector sales team, based at our offices in Crewe. The company was recently ranked 35 in the Sunday Times Tech Track 100 Fastest growing tech Companies for 2011, and the AM will play a crucial role in our ongoing success:

- Increasing revenues and margins as a quota bearing sales person
- Building and growing an account base, primarily through selling Network, Collaboration, Data Centre and Managed Service solutions centred around Cisco, VMware, EMC, Microsoft and Blackberry
- Assist in winning new business within the parameters of Block's business strategy to meet above average market growth targets
- Fully supported by expert technical presales

We are therefore looking for a self-starter who can take ownership of all aspects of the sales cycle, from lead development through to deal closure and key account management, with support from the marketing, technical and sales management teams. Experience of selling successfully into the Health, Education or Local Government sectors will be a distinct advantage

## Responsibilities

### Pipeline

- Work proactively with Sales, Marketing and Presales colleagues to build an individual pipeline from existing and new accounts
- Participate in attaining agreed growth targets for vendor revenue streams
- Work with the Block and vendor field Sales Teams to identify opportunities and close business
- Work in partnership with internal sales and external telemarketing to build an account base through lead generation and solution selling in the areas of converged communications, data centre, network security, wireless solutions and infrastructure consulting
- Develop qualified leads through to successful closure
- Play a lead role overseeing sales support, internal sales and lead providers to track and report progress on externally generated leads
- Use a range of methods to accelerate qualified lead generation, including inbound lead management and maintaining excellent relations with existing customers
- Assist in production of Block marketing collateral (e.g. FAQ summaries, win reports, case studies)

### Account Management

- Use knowledge of the Block service portfolio and product offering to upsell into existing accounts
- Build 'trusted advisor' relationships with key accounts to maximise sales pipeline
- Work closely with the reseller channel to manage orders and ensure excellent Service Delivery
- Build lasting relationships with clients, over the phone and in person, to increase penetration of existing accounts and maximise repeat revenue
- Liaise regularly with Block's consulting and operations teams and the customer to ensure client's expectations are accurately set and managed

### Management Reviews & Reporting

- Forecast accurately and produce progress updates on targets and MBOs
- Use the Salesforce application to support activity, ensuring information is accurate and up to date, and due process is followed
- Participate in weekly sales team meetings and share best practice

## Person Profile

The ideal candidate will combine a successful sales track record with outstanding communication skills and a strong work ethic. A familiarity with the EMC or Cisco product portfolio and channel will be of particular interest.

- Ability conceptually to understand the customer situation and understand and communicate how Block's offerings can address customer needs
- Excellent communication skills, spoken and written
- Outstanding customer and partner management skills
- Problem solving attitude and a desire to own customer satisfaction
- Willingness to achieve industry and vendor-specific sales certifications in order to advance partnerships and achieve company-wide certifications

Due to the requirement for constant oral and written communication with customers, excellent, **fluent spoken and written English language skills are essential**. Examples of written material may be requested during the recruitment cycle.

This is a great opportunity for a dynamic, ambitious individual to join a fast growing Cisco Gold partner based in Crewe and London, with excellent earnings potential. In 2010, Block's Public Sector team achieved 300% of its target, and the team are currently on track for their 2011 targets.

Block is committed to equal opportunities and does not discriminate on grounds of age, gender, race, religion, disability or sexual orientation. We are ISO9001:2008 certified.

To apply for this position, please send a CV and covering note to [careers@block-solutions.net](mailto:careers@block-solutions.net). Please note that we can only guarantee a response to successfully shortlisted applicants.

No agencies please