

Job Description – Field Based Account Manager

Job Details	
Job Title	Field Based Account Manager
Department	Sales
Reporting to	Sales Manager
No. staff Supervised	None
Location	Stonehouse, Gloucestershire
Hours of Work	08:30 – 17:00
Date	31th Jan 2019

Purpose of Job / Company

Responsible for generating new sales leads and appointments, visiting prospects out in the field as well as some account management of, and visiting, existing clients.

Connexus is a leading provider of business communications and IT solutions that delivers technology solutions to businesses, schools and local authorities across the UK.

We support our clients by delivering solutions that make a difference to their business including;

- Telephone Systems
- Cloud Based Telephony
- SIP Trunking
- Voice & Data Connectivity
- Mobile Communications
- Cloud Computing
- Business IT Support

Key Responsibilities / Accountabilities

- Self-generation of prospect bank
- Making outbound sales calls to existing and potential customers
- Visiting customers to sell the full portfolio of products - Telephone Systems/Mobiles/Hosted Phones Systems/IT Support
- Meeting agreed sales & visit targets
- Preparation of customer quotes
- Prospect Management and Reporting
- Account Management of new customers
- Attending Networking Meetings