

JOB VACANCY

IT Sales Account Manager (IT Reseller Clients) – desk / telephone based.

An exciting opportunity for a technical professional who wants to move into the world of sales to join a vibrant, professional team as part of a company that promotes an inclusive and supportive culture, with exciting career progression opportunities.

Risc IT Solutions are Cloud experts - IT professionals and trusted advisors who help companies work smarter by providing the right solutions to their business challenges. The award-winning, Microsoft CSP and pioneer of Cloud Backup in the UK, has built up strong customer and partner relationships over the last 20 years based on trust, knowledge and experience, coupled with first-class support.

What would this role of IT Sales Account Manager entail?

As an IT Sales Account Manager, on the job training and coaching would be provided to develop both sales and technical skills (as required), enabling you to work closely with our established network of UK wide IT Resellers, as if you were an extension of their business. Through providing IT solutions advice, recommendations and making proposals, you'd be building and maintaining productive and loyal relationships. Your duties would include although not be limited to:

- Responding to partners and identifying technical and commercial needs
- Providing advice and proposals across the full range of the solutions portfolio
- Proactively calling your assigned resellers regularly to build relationships and identify needs
- Winning business and satisfying customers
- Undertaking reseller recruitment follow up calls and sign ups
- Providing performance monitoring and reporting

The role involves a high level of telephone contact, supported by email follow-ups. Whilst you would be mainly office based, there may be a need to travel and meet resellers on occasion.

What would I need to be considered for this IT Sales Account Manager vacancy?

- Either a technical or sales background in IT solutions for the modern workplace, such as Microsoft Office 365, back up, business continuity, data security, unified comms
- Strong relationship building and communication skills, both verbal and written
- Working knowledge of all Microsoft Office software and experience of using CRM systems
- Friendly, outgoing personality
- Attention to detail, numeracy and accuracy
- Full UK driving licence

What would I receive in return?

As an IT Sales Account Manager, you'd receive a **salary in the region of £20,000 to £24,000** level dependent on experience, plus an attractive commission structure with **on target earnings potential of £35,000**. We also offer a comprehensive staff benefit scheme and all employees are eligible for private medical insurance after a qualifying period.

You'd be employed on a permanent, full time contract working Monday to Friday 8.30am to 5.30pm, based within the company offices in Llandudno, North Wales.

You'd be part of a thriving, growing team of talented individuals who are really proud of their business. Risc prides itself on maintaining a happy working environment, celebrating and supporting personal development and success, expressing gratitude, being there in a crisis and having fun!

More about us:

The company was one of the first Microsoft Partners in the UK to achieve Cloud Solution Provider (CSP) Direct status. Risc have been awarded Microsoft Gold Small and Midmarket Cloud Solutions and Gold Cloud Productivity competencies and continue to strive for excellence in all areas of the company.

With Cloud solutions managed for more than 1,000 customers, Risc have a strong capability to help customers across the full breadth of IT requirements. The portfolio includes a combination of Cloud and Physical solutions to provide – IT Infrastructure, Business Continuity, Business Productivity, Data Security and Compliance, as well as Endpoint management/protection.

Visit us at: www.riscitsolutions.com for more information.

If you meet the above criteria and wish to apply for this IT Sales Account Manager role, please send your CV and cover note by email to careers@riscitsolutions.com
Strictly no agency calls or agency CV submissions.