

JOB VACANCY

Inside Sales Account Manager (IT Reseller Clients)

Rewarding opportunity for a passionate and results driven professional with strong relationship building skills and proven experience selling IT solutions.

Who will I be working with?

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 company was the pioneer of Cloud Backup in the UK, and has built up strong relationships over the last 20 years based on trust, knowledge and experience, coupled with first-class support.

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.

With ambitious growth plans and a longstanding workforce, this is an ideal time to join the vibrant, professional sales team in a company that promotes an inclusive and supportive culture and offers exciting opportunities.

What will this role of Inside Sales Account Manager entail?

Reporting to and supporting the Head of Sales, as an Inside Sales Account Manager you will be building and maintaining productive and loyal relationships with UK wide IT Resellers, working with them as if you are an extension of their business. Your duties will include although not be limited to;

- Achieving agreed sales targets through selling the full range of cloud solutions to IT Resellers
- Proactively calling Resellers regularly to cross and up sell
- Identifying technical and commercial needs and providing responses and proposals
- Providing solutions advice and information, and negotiating deals
- Undertaking Reseller recruitment follow up calls and sign ups
- Planning and forecasting personal sales
- Providing performance monitoring and reporting

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

What will I need to be considered for this Internal Sales Account Manager vacancy?

- Proven track record in sales, with knowledge of and experience in selling IT solutions for the modern workplace, such as Microsoft Office 365, back up, business continuity, data security, unified comms
- Commercial awareness, with strong relationship building and negotiation skills
- Proactive, resilient and tenacious personality
- Strong work ethic and results driven approach
- IT savviness with working knowledge of all Microsoft Office software and experience in using CRM systems
- Timely and accurate data entry and typing skills with the ability to write detailed proposals
- Full UK driving licence

What will I receive in return?

You'll be part of a thriving, growing team of talented individuals who are really proud of their business. This tight team operates to a set of core values which includes: enthusiasm, integrity, courtesy, reliability, commitment to quality and going above and beyond in order to deliver cutting edge solutions to their resellers and customers. The company also 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!

We also offer a comprehensive Staff Benefit Scheme and all employees are eligible for Private Medical Insurance after a qualifying period.

You will receive a salary in the region of £20,000 to £24,000 dependent on experience, plus attractive commission. Employed on a permanent, full time contract working Monday to Friday 8.30am to 5.30pm, you'll be based within the company offices in the Victorian coastal town of Llandudno, one of the most popular destinations in North Wales.

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