Vacancy for Account Manager - Telecommunications

Emtelle is a world class provider of infrastructure solutions covering the telecommunications, electricity and water industries. Our Hawick and Jedburgh factories, located in the Scottish Borders, are centers of expertise for duct and sub duct, optical cable, air blown fibre and other extruded polymer products. This is a well-established company which enjoys growth year upon year.

We now have a fantastic new sales opportunity to work with our telecommunications customers. The Account Manager will be required to plan and implement sales to targeted strategic accounts within the sector.

This newly created role is one you will be urged to make your own where the core workload will involve the following key responsibilities:

* Establish and maintain major account relationships
* Identify key areas of influence within the defined accounts, identify decision makers, and ensure they are aware of the benefits and business advantages presented by Emtelle
* Acquire new key accounts based on defined strategy
* Lead and drive the follow-up and closing of major deals through business development
* Continuously analyse the market with regards to opportunities and projects which are relevant for Emtelle
* Define immediate target accounts and a longer term development plan
* Together with the Business Development team, put forward a comprehensive account strategy to reach and exceed sales target
* Produce reports on sales results
* Forecasting and business planning
* Investigate and respond to competitive threats

Requirements:

* Proven track record in business development and key account management within the telecommunications market and in B2B is essential
* Proven Key Account Sales experience
* Experience in dealing with end users and big accounts is essential
* Knowledge of the relevant vertical market is highly advantageous
* Ability to build and maintain strong business relationships
* Very strong communication and negotiation skills
* Ability to understand financial data
* The ability to demonstrate a strong sales background, both in closing new business and maintaining existing client base.