



REGIONAL ACCOUNT MANAGER

BACKGROUND

SATCOM is a world leader in communications, business solutions, and entertainment. Our communications division serves 95 percent of the Fortune 100 companies, accounts for more than 80 percent of the Fortune 500 and has more than 1200 government agencies as our customers. With SATCOM's history of success and commitment to emerging technologies, this is the ideal sales environment for a professional who is a natural, self-motivated entrepreneur looking to build an amazing career. This could be your chance to join a company that is known for being innovative, successful and a leader in its field.

JOB SPECIFICATION

As part of our Business Sales Teams, you will work with small to large enterprises and government agencies to sell our full-scale business solutions. You will be part of the team that introduces customers to SATCOM's cutting-edge products, shows them the benefit of our advanced services, and ultimately closes the deal.

Your main role is to generate existing and/or new sales for delivery of solutions that meet a wide variety of customer needs for SATCOM products and services. You will have experience preferably in the telecommunications industry with a proven record of accomplishment in meeting quota and solution selling/account management.



KEY JOB REQUIREMENTS

- Identifies and delivers sales opportunity and innovative solutions for customers.
- Establishes rapport and maintains a productive network of colleagues and customers to share information and exploit prospects.
- Initiates contacts and visits with existing and prospective customers.
- Has the ability to work independently with the minimum of supervision in a challenging and competitive marketplace.
- Displays a high level of enthusiasm and excellent communication skills in presenting products and services that can benefit customer's needs.
- Partners with clients to understand business needs, generate ideas, and create original solutions to deliver sound advice and added value.
- Utilizes consultative selling skills and can be hard driving to close sales within assigned accounts.
- Sells strictly in accordance with company policy, procedures and culture.
- Identifies key trends and customer needs, makes astute judgements in order to find and close opportunities.
- Takes personal ownership of the account relationship and demonstrates tenacity for meeting demanding revenue objectives.
- Develops original and creative approaches to grow and retain the revenue stream of assigned complex accounts while ensuring customer satisfaction.
- Excellent at communicating with customers and actively engages in spontaneous sales initiatives at customers' sites.
- Preparing proposals, presentations, or bids, developing strategic plans to achieve a progressive record of sales achievement.

SKILLS AND ABILITIES

- Proven sales ability and capable of delivering agreed goals in a tough environment.
- Able to identify and exploit new sales opportunities and apply innovative solutions.
- Independent and hard-driving with a strong need to achieve results.
- Communicates effectively and enthusiastically with wide range of people in a dynamic environment.
- Makes sound judgements and good at analysing and evaluating data with a high attention to accuracy and quality.

TERMS AND CONDITIONS

- The contract is for full-time permanent employment. The salary is £50,000 pa plus commission and includes a company car.
- The hours worked are an average of 42 hours per week but there will be occasional longer or irregular hours and some evening work is an integral part of the job.
- The annual leave entitlement is 25 days plus statutory bank and public holidays.