

**Job Title:** Corporate Account Manager

**Company:** ICT Reverse

**Location:** Office based in Lancaster

**Working Hours:** Monday – Friday 8.30am – 6pm

**Salary:** Up to £26,137.80 per year plus commission

#### **Overview:**

ICT Reverse are expanding their Corporate Sales team, creating a number of opportunities for target driven, hardworking individuals who also have the ability to deliver excellent customer service.

As part of the Corporate Sales team you will build your client data base by cold calling and marketing our services, creating a portfolio of business managed by yourself and rewarded on a Profit and Loss basis.

Full training will be given to ensure successful candidates have a comprehensive knowledge of the services we offer, in order to guide customers through the legislative requirements of data erasure.

As your Corporate Sales team role develops and your client data base grows you will spend more time developing accounts, enhancing existing relationships and creating a high level of customer retention.

Candidates need not be from a sales background but must be comfortable on the phone and have the drive, desire and ability to succeed.

#### **What you'll be doing**

- Researching potential customers to drive new business
- New business development; cold calling; email marketing
- Working to targets set with the Sales Manager
- Booking, and organising customer meetings
- Account management; quotations; regular customer contact
- Working with an existing database of leads

#### **What we need from you**

- Previous sales or customer facing experience would be an advantage but is not essential
- Passionate, fun and have the entrepreneurial flare to build your own client base from scratch
- Well organised
- Clear and persuasive communicator
- Ability to build rapport with potential new clients as well as strong relationships internally

#### **Benefits:**

- Additional leave
- Cycle to work scheme
- Free parking