

**Job Title:** Sales Account Manager

**Location:** Birmingham

Allsee has an exciting new opportunity for an enthusiastic person to join our ever-expanding business. We are now seeking a Sales Account Manager to manage the expansion of the UK market. This is a great prospect for the right candidate to work for a fast growing and dynamic company within the Digital Signage Industry. You will be part of a young team, helping to develop and maintain our existing UK client account base and bringing in new business.

Allsee has quickly developed into a market leading Digital Advertising Display Manufacturer with an impressive BlueChip client portfolio. Our success has been driven by our professional approach, dedication to customer service and a willingness to go the extra mile to achieve results – these are, therefore, key attributes we would look for in prospective employees.

### **Main Responsibilities**

- Maintain and support existing client accounts and encourage growth by researching and recommending solutions
- Careful and dedicated management and development of the network of resellers.
- Identify business opportunities by recognising prospects and evaluating their position in the industry; researching and analyzing sales options.
- Identify product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Maintain quality service by establishing and enforcing organization standards.
- Maintain professional and technical knowledge by attending exhibitions; reviewing industry magazines; establishing personal networks; benchmarking state-of-the-art practices.
- Contribute to team effort by accomplishing related results as needed.

### **Key Competencies**

- Minimum 2 years sales experience.
- A clear desire to work in sales.
- A drive to achieve results and evidence of success.
- Target-driven and commercially astute.
- Logical and prioritised approach to time/work management.
- Ability to work methodically and independently.
- Ability to establish relationships and a rapport with prospective clients.
- IT Experience advantageous but not essential.
- Turnkey solutions selling/ Technical sales experience beneficial but not essential.
- IT Proficient; namely Microsoft Windows/Office.
- Experience using CRM Systems.
- Good communication & negotiation skills.
- Have a UK driving license and a car.

### **Salary:**

Negotiable

**To apply for this role please send your CV and cover letter to [hr@allsee-tech.com](mailto:hr@allsee-tech.com)**