

Vacancy

Job Title	Senior Account Manager
Department	UK Sales, Key Accounts
Location	UK, Newbury / Remote

The Company

Nuvias UC is a leading Unified Communications & Collaboration solutions and technology enabler with more than 12 years' in-depth experience in the market. Our rapid development over the past decade has been recognised with various industry awards, including the prestigious Deloitte's UK Technology Fast 50 and EMEA Technology Fast 500. With headquarters in the UK, Nuvias UC also has an established presence in Benelux and France and is continuing to grow across Europe.

Our mission, as Europe's fastest growing distributor of innovative unified communications, collaboration, and cloud solutions, is to make it easy for partners to meet the needs of their customers by enabling the onboarding, deployment, and support of products, services, and solutions on behalf of top-class vendors.

We continually look for new solutions to help our partners grow, and our success is built on our key philosophy of 'Innovate - Enable - Support', underpinned by very strong technical expertise.

Nuvias UC was originally founded in 2009 as Siphon Networks and was acquired in 2016 by the Nuvias Group. In 2020, Nuvias UC launched its cloud division, **Konekt**, which sets new standards in cloud services, enabling our cloud-focused partners to drive their businesses forward.

The Team

The Key Accounts Team are responsible for the UK named accounts. We are responsible for maintaining excellent relationships within said accounts. Our aim is to maximise the sales opportunity within each account cross selling the full vendor and services portfolio. It is fundamental that we enable Nuvias UC to win and maintain market share for our core vendor partners.

The Role

The role of the Senior Account Manager is to be a key contributor within the sales team. They are a strong sales performer and a positive member of the team for the rest of the sales people to aspire to be. They manage Key Accounts within the business and lead by example.

Senior Account Managers should manage sales to exceed sales financial targets and ensure delivery of excellent customer satisfaction from both existing customers and to drive new business across all company products and services.

Senior Account Managers should be able to demonstrate an understanding of all company products, services, and business processes.

Job Specification

Day to day you will:

- ✚ Identify new prospects and manage all new leads through the sales process and sales cycle through to closure
- ✚ Work with finance to ensure any new customer is properly qualified and provided appropriate levels of credit at the outset and loaded correctly onto NetSuite
- ✚ Manage all named accounts assigned to you and ensure the Company is positioned as Supplier of choice for all their UC related purchases
- ✚ Drive strong customer relationships and loyalty to the Company
- ✚ Demonstrate progress on a weekly basis on all key opportunities via the Weekly Review Meeting, providing an accurate weekly update on Sales Forecast Status
- ✚ Attend all Company Sales/Product Training Sessions in order to demonstrate key USP's in the Company portfolio

We're looking for someone that:

- ✚ Has a successful track record in sales, including account retention and development (not necessarily in UC)
- ✚ Understands general business motivators and drivers
- ✚ Can engage with C-level contacts in the various customer departments
- ✚ Understands empathy and the ability to be able to balance the best interest of a customer, with those of the business
- ✚ Is driven to meet and exceed targets, with a clear hunger for success
- ✚ Works well in a team but can also act confidently using their own initiative
- ✚ Performs well under pressure

Here's what you'll get back:

- ✚ A job with excellent prospects in one of the fastest growing companies of its kind
- ✚ Training and certification on technology & vendor systems as necessary
- ✚ A relaxed and fun working environment
- ✚ Fantastic company benefits incl. Pension scheme, private healthcare, a day off on your Birthday! Cycle to work & Tech schemes, perkbox membership with discounts, childcare vouchers, free fruit and refreshments, modern offices with free parking, staff organised charity events, kick-off's... and much more!